

Helping the UK out of recession and boosting communities – see our **FREE** supplement celebrating your local independent traders



PORT 'SHOULD PAY TO RESOLVE STACK'

WHAT'S ON & WATCH

yourkenttv.co.uk



RIGHT TRACK: High-speed trains in Kent have just finished their first year in service. Search 'Trains'

ALSO INSIDE

LETTERS..... PAGE 8
Q&A PAGE 9
SCHOOLS PAGE 12
LEISURE PAGES 14-16
WEATHER..... PAGE 18
MOTORS..... PAGES 21-26

■ BY MATHEW BEECH

DOVER Harbour Board should pay to relieve the problems caused by Operation Stack, according to the pressure group Protect Kent.

The county branch for the Campaign to Protect Rural England (CPRE) claims that the Port of Dover should pay to build the proposed lorry park off the M20, or for a similar scheme to alleviate the severe traffic caused when Stack is enforced.

Following news that the Government will not fund the proposed 35-acre lorry park at Aldington, the environmental group issued a statement via Facebook saying they feel the harbour should pay.

A spokesman for Protect Kent said: "We find it remarkable that the Port of Dover is able to plan its massive expansion, as it has, and expect the public purse to pay for its impacts when it gets into operating difficulties.

"No other organisation relies on Kent Police to sort things out when they can't cope.

"It would be beneficial if the Port of Dover accepted responsibility for paying for a solution.

"They should be required to plan around this, and the impact it has on the rest of the economy in Kent."

Despite the claims that DHB should pay for the lorry park, Protect Kent is against the principle of acres of countryside being developed to cope with hundred of lorries when Stack is introduced, although they still believe a solution should be funded by DHB.

"The lorry park, as it is currently proposed, is not a good idea because it will lead to the



PARKED UP: Lorries are currently made to wait on sections of the M20 when there are hold-ups at Dover

sterilisation of a large area of land that won't be used very often," the spokesman said.

"We would prefer the use of the quick moveable barrier, which has not yet been given a fair chance to prove itself.

"The lorry park is not the right answer, but Operation Stack is a problem. If this gets people thinking about less environmentally-damaging solutions, it can only be a good thing."

Dover MP Charlie Elphicke believes that European funding should be used to resolve Stack.

He said: "What we need to do is have wider investment in Kent's roads.

"We need the A2 dualled, so we can have a double entry into Dover and take pressure off the M20.

"We need the lower Thames crossing to take pressure off West Kent and the M25.

"We need to have a much wider, cross-border investment, ideally using European money to upgrade our roads and upgrade the roads in Northern France.

"If there is any European money to go, I'd rather it went to England and Kent, than somewhere else like Greece."

The Port of Dover declined to make a comment.

Shop Online at
www.bathzones.co.uk

Allbits
Bathroom Supplies Ltd

ALLBITS

HUGE Discounts at East Kent's
Largest BATHROOM Showroom

Call us now on 01797 363623
for more GREAT bathroom
offers or visit our showroom...

Unit 10, Cinque Ports Road,
Meerfield Industrial Estate
Near Romney, Kent, TN26 8LH

Indirect Copper Cylinders

- 900 x 450mm (36 x 18")
- 1050 x 450mm (42 x 18")

From £139.99

Potterton Gold Combi Boiler's
Which Magazine Best Buy
2 Years Running

- 24KW: £629
- 28KW: £689
- 33KW: £749

Includes Flue & Clock!



Hudson Reed Wave designer radiator

Features:
20 Year Guarantee
High Heat Output - 1325 BTU
White Finish
Designed By A Leading Manufacturer
1700mm High
800mm Deep

£84.99

CLICK HERE 

The latest Board Minutes
...through your mobile phone

yourshpway.co.uk

...for the easy way to keep in touch
with all your up-to-the-minute local

**News • Sport • Video • Business •
Blogs • Weather • Traffic updates**

yourshpway.co.uk

AVAILABLE

24/7 • Newspapers
• Online
• Mobile & iPad

Eastern and Coastal Kent **NHS**
Community Health
NHS Trust

Do you want to find out more about your local NHS services in the community?

We are holding a showcase event, which gives you the opportunity to find out more about some of the 36 services we provide like community dentistry, physiotherapy and community nursing.

A question and answer session near the end of the Showcase will give you the chance to ask any burning questions to the directors that manage your community services.

Information about how social services, charities and local voluntary organisations can help you will also be available.

On 27 January 2011, starting at 11am and finishing at 1pm,
the Showcase will be held at:

The Ark,
Noah's Ark Road,
Dover,
CT17 0DD

Tel: 01304 225737



The Eastern and Coastal Kent Community Health NHS Trust Board Meeting in Public will also take place at The Ark on the same day starting at 1:30pm and closing at 4:30pm. Refreshments are provided between the Showcase and the Board Meeting.

Copies of the Board Papers are available on our website, please visit
www.eckcommunityservices.nhs.uk.

For questions relating to the Board Meeting please contact
Jill Mackenzie on 01233 667840 or email jill.mackenzie@eastcoastkent.nhs.uk.

Drug smugglers hid cocaine in secret bodysuit

EIGHT cruise line drug smugglers have been jailed for more than 100 years.

The gang of Bulgarians and Lithuanians who attempted to illegally bring about 35 kilos of cocaine into the UK through the Dover cruise terminal have been sentenced to a collective 108 years in prison.

Canterbury Crown Court heard how UK Border Agency (UKBA) officers searched the cruise liner MSC Orchestra when it arrived in Dover on May 6, 2010, en route to Amsterdam from Brazil.

Whilst exploring the ship, in four cabins they found a bodysuit which was designed to be worn under outer clothing with individual packets of the class A drugs stitched into the lining.

In a fifth room, a spare partial body suit was also discovered, that contained no drugs.

Two Bulgarian men, two Bulgarian women, three Lithuanian men and one Lithuanian woman were arrested and later charged.

The four Bulgarians admitted knowing each other, as did the four Lithuanians, but each group denied knowing the other.

Seven had pleaded guilty to attempting to smuggle the cocaine and the eighth was found guilty after trial at Canterbury Crown court on November 3, 2010.

Malcolm Bragg, Criminal and Financial Assistant Director for the UK Border Agency, said: "These drug smugglers thought they would go unnoticed by posing as cruise ship passengers.

"They were wrong. We've got our eye on every possible smuggling route into the UK.

"We know the lengths that organised criminals will go to and will stop at nothing to bring them to justice.

"The sentences handed down today send a clear message to people considering smuggling drugs



SECRET STASH: This suit, designed to carry class A drugs, was found in four cabins on the cruise liner

that you will have your freedom taken away from you for several years.

"Drugs like cocaine devastate lives and communities. Anyone with information about activity they suspect may be linked to drug smuggling should call our hotline on 0800 59 5000."

Ilko Tichkov, 26, of Blagoevgrad, Bulgaria, received 12 years; Mihaela Tichova, 20, of Blagoevgrad, Bulgaria, and Gintaras Bernotonis, 45, of Siauliai, Lithuania, was given a 13-and-half year sentence; Kostadin Malev, 46, of Blagoevgrad, Bulgaria received 20 years.

Rytis Bernotonis, 22, of Siauliai, Lithuania, and Valerij Ivanov, 35, of Siauliai, Lithuania received 14 years each.

Violeta Ivanova, 48, of Siauliai, Lithuania and Maria Kosturkova, 20, of Blagoevgrad, Bulgaria, each received a 10-and-a-half year jail sentence.

Arrests after teenager survives shooting

AN 18-year-old man is in hospital after being shot in the chest in Dover.

He was taken to the William Harvey Hospital in Ashford under an armed escort in the early hours of Tuesday morning and later transferred to a London hospital.

Doctors say he is in a serious but stable condition.

A 17-year-old and an 18-year-old man, were arrested and the older man remains in custody.

Police raided a number of addresses in Dover and say they have recovered a revolver.

Officers say the victim knew his alleged assailant.

Police closed the road but re-opened it shortly after 7am, although officers remain at the scene in Frith Road and door to door enquiries are being made as Yourdover went to press.

Charlton Cemetery is also cordoned off for examination.

Area Commander Chris Hogben said: "I would stress that this is an isolated incident involving local people from a small social group.

"I don't think this should cause too much concern to the local community."

Polices have asked for anyone with information to call 0800 555 111.

Stowaways found in Dover-bound trucks

THE UK Border Agency (UKBA) has prevented a series of would-be illegal immigrants entering the country.

Officers in Calais have discovered a number of stowaways trying to enter Britain through Dover.

The would-be illegal immigrants were found on Wednesday, January 5, Saturday, January 8, and Monday, January 10, as part of an on-going campaign with sniffer dogs to prevent unlawful entry into the UK.

On Wednesday, January 5, two lorries were stopped and were found to have stowaways onboard.

Three Iranian men, three Vietnamese men and an Iraqi man, were found in the back of a lorry transporting batteries, while another group of four Iranians were discovered in a trailer of dehydrated paper.

Two Indian men were caught in a lorry of fertiliser on Saturday, January 8, in Calais, while five more Iranian men were found in a trailer of books.

All were denied entry to the UK and handed over to the French border authorities.

The lorry drivers and haulage companies face fines of up to £2,000 per stowaway, unless they are able to prove that they took adequate steps to secure their vehicles.

Training centre 'to boost town'

A NEW adult training centre in Market Square has been opened.

The ceremony saw Mayor Susan Jones and MP Charlie Elphicke unveil the new Pitman training facility.

Centre manager Paula Elliott said: "We are thrilled to announce the opening of our new facilities. It is so exciting for all the team, and we look forward to welcoming students new and old.

"The new centre has increased in size to respond to the growing demands for our services and we are also now able to offer access to the training suite seven days a week."

Also at the opening ceremony was former Pitman student Stacie Pettman, who was the Pitman student of the year prize for 2010.

Miss Pettman said: "I am so proud of what I have achieved with the help and support of everyone at Pitman Training, they have been brilliant.

"Receiving this award is the icing on the cake, and I am really hoping to do everyone proud by realising my potential when I start my new job.

"Thanks to Paula and the team, I feel like I can do anything!"

In a message at the ribbon cutting, Mayor Jones stated that Dover has many people working towards a com-

mon aim: to help the town survive the recession and come out of it ready for regeneration.

Dover MP Mr Elphicke, who cut the ribbon, said: "It is a pleasure to mark the occasion of the opening of the new Pitman Training centre in this way, and I am very impressed by the facilities.

"Training for local people is vital to strengthen the economy and Pitman Training offers great opportunities for development in Dover.

"Seeing a local business do well in a challenging financial climate is very impressive and I look forward to seeing it continue to flourish."

Town gets raw Deal as sex show reveals visit

■ BY STEVE KNIGHT

X-RATED moviemakers are aiming to shatter the image of a quaint seaside town by enticing young women to engage in sex acts for a raunchy roadshow.

The American DVD series *Girls Gone Wild* is expanding into the UK and plans to hit Deal this summer, after the tourist hotspot was bizarrely voted one of the top locations fans would like the brand to visit.

Locals are horrified that their charming coastal town – loved for its coffee shops, pier and castle – could be overrun by women exposing their breasts and genitals while large crowds of men holler their approval.

“Deal is a wonderful town and we all want to see more tourism here, but not this sort of tourism,” said MP Charlie Elphicke (Con).

“I think residents and parents will be deeply concerned because it’s not the right location at all for this sort of thing.

“It’s just exploiting young women and should be deeply discouraged. The people behind it should be sent packing back to America because we don’t want them here.”

Behind such films as ‘Best of Horny Schoolgirls’ and ‘Spring Break Orgy’, the *Girls Gone Wild* franchise has attracted a global fan base since its first video was released in 1998.

It now has its own UK pay-per-view channel on Sky Box Office, where it has been running a text vote of possible locations. Surprisingly, Deal finished near the top of the poll.



EXPLOITING WOMEN: The raunchy American *Girls Gone Wild* tour plans to bring its tour bus to Deal this summer, when the brand expands into the UK

“It doesn’t seem appropriate for Deal or its image,” said Dover council leader Cllr Paul Watkins (Con). “The town has a good tourist reputation and we don’t want that tarnished.”

In addition to encouraging young women to expose their bodies, the *Girls Gone Wild* crew also entice them back to their tour bus to engage in more explicit sexual activity.

In 2006, the firm behind the franchise – Mantra Films – was fined \$1.6 million for failing to create and maintain age and identity records of the women featured in the films.

But *Girls Gone Wild* is still alive and well and claims to be in discussions with Dover council

as to where this summer’s roadshow might be held – a claim the authority denies.

A spokesman said: “We have had no involvement in this matter.

“We have not been contacted by this company and have not given permission for the use of any locations for which the council is responsible.”

A *Girls Gone Wild* spokesman said: “We are keen to hear from local business people who have suitable venues for the *Girls Gone Wild* tour bus to visit, and have also been approaching the council about suitable outdoor locations.”

Cracking down on nuisance bikers

A POLICE crackdown on nuisance off-road bikers has resulted in eight formal warnings and a motorcycle being seized.

Officers from the Kent Police motorcycle team have been working alongside neighbourhood officers to target the disruption caused by the illegal riders.

The campaign follows complaints from residents about noise and concerns for the safety of riders and walkers.

The clampdown started on New Year’s Eve, when two men were stopped at the Tilmanstone pit site.

A 51-year-old man from Canterbury was issued with a formal warning. His motorbike was seized when it was discovered that it was stolen.

A 30-year-old man, also from Canterbury, was formally warned not to ride at the site and told that his bike would be seized if he was caught again.

The police teams were out again on Saturday, January 8, and Sunday, January 9, when a further six warnings were issued at Tilmanstone, Coldblow Woods and the Coombe Valley areas.

Inspector Guy Thompson said: “Illegal off-roading is dangerous and causes a nuisance and we will continue to target this activity.”

Arrested after attack on shopper

A MAN has been arrested after allegedly headbutting a shopper in a supermarket.

David Biggs, 42, from Salisbury Road, Dover, is reported to have attacked a 52-year-old man in the NETTO store in Charlton Green last Saturday evening.

Biggs was charged with common assault and released on bail, to answer before Folkestone Magistrates Court on Wednesday, January 19.

Plan to boost cheaper homes

DOVER District Council is looking to boost the number of affordable houses built by changing planning legislation.

The proposals will set out options for smaller schemes of five to 14 dwellings to get a financial contribution if they are creating affordable homes. Under current legislation, only schemes that build 15 or more houses are eligible for a financial contribution.

A public consultation period of eight weeks runs until midnight on Sunday, March 10. A version of the draft Supplementary Planning Document (SPD) is available for public inspection at the main council offices, area offices, and Deal Town Council during their normal working hours.

Once adopted, the SPD will form part of the Dover Local Development Framework.

If you would like to comment on this SPD, comments can be made direct at www.dover.gov.uk/ldf. This is the preferred method as it makes collation and analysis of comments much easier and quicker.

Comments can also be emailed to forwardplanning@dover.gov.uk, or posted to Dover District Council, Forward Planning Section, White Cliffs Business Park, Dover, Kent, CT16 3PJ.

For details, call the Forward Planning Team on 01304 872477.

Ferry firms back bid to promote tourism

P&O FERRIES and DFDS Seaways have announced a partnership with the Government, in a bid to boost tourism in the UK.

The ferry companies have been named as two of the founding partners of the initiative to boost tourist numbers to Britain.

The Prime Minister launched the partnership between VisitBritain and the travel and tourism sector at an event in Downing Street on Wednesday, January 5, attended by P&O passenger services director Simon Johnson.

Mr Johnson said: “As the eyes of the world focus on Britain in the run-up to the 2012 Olympics, we have a rare opportunity to build inbound tourism.

“We welcome the government’s commitment and look forward to working with VisitBritain as a founding partner of this initiative.”

Chris Newey, director of passenger services for the English Channel route at DFDS Seaways, said: “DFDS Seaways has pledged a substantial monetary investment towards the Government’s marketing fund, designed to boost tourism.

“As one of the main gateways to Europe, Dover is well placed to benefit from the £100 million already



TOURISM TEAM: Sandie Dawe, of VisitBritain, Prime Minister David Cameron and Simon Johnson, of P&O Ferries

committed to the fund, which will see significant investment in the UK tourism industry, and we are delighted to be part of this initiative.

“The DFDS passenger network, and in particular the Dover-Dunkirk route, is already benefitting from a strong growth in inbound passenger numbers, and with significant events such as the Royal Wedding, and the Olympic Games all taking place over the next couple of years, we hope to see this continue.”

A spokesman for VisitBritain said: “This is a collective effort by the travel and tourism sector. The private sector is matching the Government’s commitment with its own.”

PERFECT WINDOWS
— (KENT) Ltd —

**Unit 19, The Glenmore Centre, Pent Road,
Shearway, Folkstone, Kent, CT19 4RJ**

SHOWROOM NOW OPEN

PVC White, Light Oak and Rosewood Profile Standard Finishes

NO Sales People

You deal with me
Paul Horvath

PVC-U Conservatories

TOP QUALITY PVC-U WINDOWS DOORS AND CONSERVATORIES

www.perfectwindows.co.uk

FENSA

**Tel: 01303 277122
or 01304 210387**

[illegible]

**A handy way of keeping
up to date with Kent News
no matter where you are**

Download the FREE iPhone and iPad APP

Stay up to date with live breaking news and video streams, plus search for jobs, motors or properties.



You can download the new Kent News iPhone and iPad app for FREE from the iTunes store.

The Future of local media



Award Winning Company

newspapers • magazines • websites • mobile • iPad • e-commerce

SALE ENDS SOON

We have an extensive range of quality furniture including Pine and Oak with everything from Dressers and Tables to Beds and Wardrobes including Occasional furniture, Painted furniture, interesting gifts and a large selection of Mirrors all at factory prices and available in any finish.

Come and see our superior Ash range too!

We also offer a bespoke service so you can have furniture made to your own design!



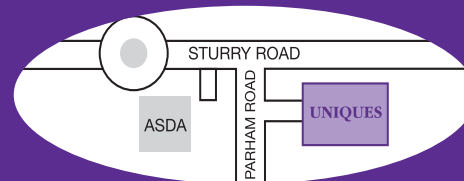
TOP QUALITY FURNITURE FOR YOUR HOME

For all this and much more, visit our showroom today!

UNIQUES PINE, OAK & GIFTS

Parham Road, off Sturry Road,
Canterbury (opposite T.A. Barracks)
Open Monday-Saturday 10am-5pm, Sunday 10am-4pm

01227 479007 or see www.uniques-pine.co.uk



Worker crushed by metal jaws in dustcart horror

■ BY STIAN ALEXANDER

A DUSTMAN was crushed to death by the massive jaws at the rear of his bin lorry.

Horrified villagers and colleagues watched as the man became trapped in the waste crusher of his bin lorry in Eastry, near Sandwich, on Tuesday, last week.

Adeyinka Aderoba, originally from Nigeria, was emptying household bins into the back of the truck at about 12.40pm when he became trapped by the machine's metal jaws and was crushed.

Firefighters desperately tried to free Mr Aderoba from the mechanism, but he was pronounced dead at the scene after suffering severe injuries to his head and torso.

The 44-year-old was employed by SITA, the company contracted by Dover District Council to collect refuse and recycling.

Paul Vanstone, of Kent Fire and Rescue Service, said: "The man was in the back of the truck where the refuse goes and firefighters had to find a way of reversing the mechanism off him."

A SITA official said: "Our thoughts and condolences are with Mr Aderoba's family and friends at this difficult time. We are offering counselling to staff."

Police are not treating the death as suspicious but are working with the Health and Safety Executive to provide a report to the coroner.

Residents in Centenary Gardens, where



TRAGIC DEATH: Adeyinka Aderoba

the accident happened, were asked to stay with friends and relatives after police cordoned off the road. Local Michelle Chitty said: "My condolences to his family and work-mates. Mr Aderoba was always so polite, helpful and cheerful – we will miss seeing him on his round."

One villager, who did not want to be named, said he had watched the horror unfold: "I saw this happen from my window – It was pretty shocking to see."



Picture RNLi/RAMSGATE

Crew rescued from Goodwins

FIVE people were airlifted to safety before their yacht sank after running aground in the English Channel.

The 35ft boat became stuck on the Goodwin Sands at about 1.30pm on Sunday.

Both Ramsgate lifeboats – the all-weather Trent class Esme Anderson and the inshore Atlantic 75 Bob Turnbull – were launched to assist the stranded vessel.

Due to shallow breaking water around the yacht, the RNLi decided a lifeboat rescue was not the best option as those on board were not in immediate danger.

It was agreed with the coastguard the best course of action was to await the next

rising tide and attempt to tow the yacht off the Goodwins.

A rescue helicopter had been called in from RAF Wattisham and all the yacht's crew were lifted off at 3.40pm and flown ashore, to safety.

At 6.10pm, with the tide having risen, the inshore lifeboat managed to get a line aboard the yacht and bring it clear of the sands. However, the vessel began to sink, so the only possible action was to release the tow line, note the position to report to the coastguard.

It was thought the keel had been badly damaged in running aground and by the action of the tide and sands.

NEWS IN BRIEF

Backing Hugh's Fish Fight

ENVIRONMENTAL group Deal With It has joined a national campaign to prevent fish discards at sea.

TV chef Hugh Fearnley-Whittingstall is championing the cause which aims to cut the number of caught but unwanted fish that are thrown back, dead or dying, by fishermen.

Hugh's Fish Fight on Channel 4 showed how unwanted fish are discarded from boats in the North Sea. More than 500,000 people have registered their support online at www.fishfight.net. The movement is not only about discards, but is trying to get people to think about eating sustainable fish such as coley and mackerel, rather than cod, haddock, tuna or salmon. Deal With It has supported the effort by talking to local fishmongers and getting them to back the campaign by putting posters up in their windows.

Visit <http://transitiondeal.blogspot.com> for more information.

Medical open day at Ark

NHS Eastern and Coastal Kent is holding a special event to highlight the services on offer.

The medical open day will be in Dover on Sunday, January 27, and give people the chance to find out more about some of the 36 services provided, including community dentistry, physiotherapy and community nursing.

A question and answer session will give people the chance to talk to the directors who manage community services.

The showcase will be at The Ark, in Noah's Ark Road, from 11am to 1pm. Click on www.eckcommunityservices.nhs.uk for more.

Tune in to Freeview signal

FREEVIEW viewers in east Kent will need to retune their equipment after an important change to local signals.

The alteration to the signal from the Dover transmitter will be on Wednesday, next week, and is expected to start at midnight and be completed by 6am. All Freeview, BT Vision and Top-Up TV boxes, as well as digital TVs, will have to be retuned. An estimated 109,000 viewers are served by the Dover transmitter.

Freeview channels are moving frequency to protect from interference when switchover happens in neighbouring areas of France and the UK.

3 balloon cluster
with weight from
just £4.00!!



Huge range of balloons for any occasion, including our new **LED balloons which light up** in the dark - perfect for Parties or Special Occasions

Call us on:

01843 581 826

All latex balloons treated with a float extender **FREE** of charge, making them last longer.



thanet balloons

www.thanetballoons.co.uk

Unit 2 | Wilton Road | Haine Industrial Estate | Ramsgate | CT12 5HG

Worry free means everything is included

- Free comprehensive insurance for two drivers
- Free Servicing and maintenance
- Free Parking sensors!
- Free Replacement tyres and windscreen
- Free Road tax
- Free Breakdown Cover
- No Credit Check necessary



Motability
www.motability.co.uk

Not sure if you qualify for a Motability car? Call 0800 513 4613

Fiesta Zetec 3dr or 5dr Petrol or Diesel Automatic or Manual	Focus 1.6 Zetec 5dr Petrol, Bluetooth Free	Galaxy 2.0 Zetec Diesel Powershift Automatic	Focus Sport 5dr 1.6 Petrol, SD Satellite Navigation, Voice Control Bluetooth, USB Free
NIL ADVANCE PAYMENT	NIL ADVANCE PAYMENT	£1650 ADVANCE PAYMENT	£100 ADVANCE PAYMENT

All New C-Max 1.6 TDCi Zetec	All New Grand C-Max 7 Seater
£495 ADVANCE PAYMENT	FROM £795 ADVANCE PAYMENT

Use your higher rate mobility component living allowance or the war pensioners mobility supplement

HOME VISITS AVAILABLE ON REQUEST

Invicta Motors
For a better motoring experience

Ford Thanet
Margate Road, Thanet, Westwood, CT12 6SJ
Tel: 0844 856 4131



OPEN 7 DAYS A WEEK MON-FRI 8.30am-7.00pm SAT 8.30am-5.30pm SUN 10.00am-4.00pm

Offer valid on cars from Invicta Motors (Ford Cars only)

WINTER SALE 30% OFF EX DISPLAY BUILDINGS



- Fencing
- Garden Buildings
- Sheds
- Pergolas
- Trellis
- Pavilions
- Decking
- Gates

Why not come and visit our well stocked shop, yard and show site
An erection service is available for all our products. Local delivery available

T: 01227 712 913 F: 01227 713 400
E: sales@quinneys.com www.quinneys.com



Wealden Forest Park,
Herne Common (Next to Wildwood)
Herne Bay Kent CT6 7LQ

QUINNEYS
Fencing & Sectional Building Manufacturers

Kent County Council
Trading Standards Approved

Opening Hours:
Monday - Friday 8.00am - 5.00pm
Saturday 8.00am to 2.00pm

Have your say...

University of
Kent

The University of Kent is bringing forward development proposals for new on-campus student accommodation alongside a new hotel and conference centre. These facilities will enhance the University's accommodation and complement the nearby Canterbury Innovation Centre.

Please come along to our public exhibition to look at the plans, discuss the proposals with a member of the team and give your comments.

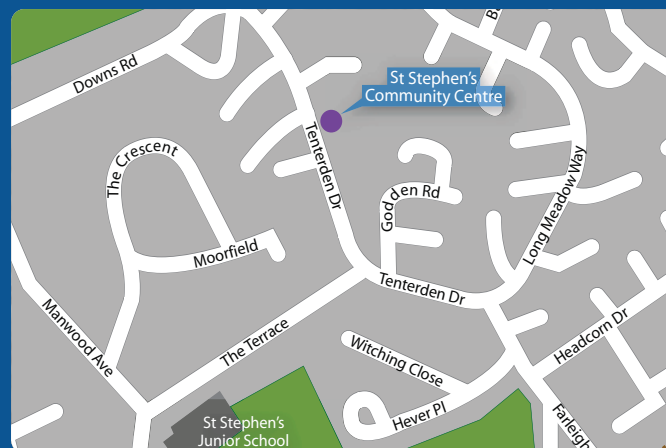
St. Stephen's Community Centre,
Tenterden Drive, Hales Place, Canterbury CT2 7BN

Saturday 22 January 2011
Between 10am and 2pm

For more information visit our website www.uok-consultation.co.uk

We hope to see you there. If you are unable to attend for any reason and would like further information, please contact:

Jessica Stewart | 020 7357 6606 | jessica.stewart@localdialogue.com



The University of Kent makes a major economic, social and cultural contribution to the area and is one of the region's largest employers. It employs over 2,000 academic and non-academic staff and has 16,000 students in Canterbury.

In 2010/2011, the University expects to contribute at least £200

million to the economy in the Canterbury district.

The project represents a £60 million direct investment by the University during construction of the project that will, in turn, deliver significant local employment opportunities, as well as increased expenditure in the local economy.

ARCHANT KOS MEDIA CAMPAIGN ISSUES COUNTYWIDE CALL TO ARMS TO KENT BUSINESSES

Time to roll up our sleeves and work together for prosperity

■ BY STEVE KNIGHT

THIS newspaper calls on employers throughout the county to join together and support our new campaign to Keep Kent Working.

With unemployment at its highest rate in years and Government spending cuts in full force, now is the perfect time for businessmen and women across the region to collaborate and improve the Kent economy for all.

Our campaign aims to keep people in work, generate jobs and develop our talent for the future.

It will provide a forum for local companies to demonstrate what they are doing to aid the recovery – be it by taking on new apprentices or coming up with innovative new ways of working – while also acting as a launch-pad for firms to join together and share their expertise.

Archant KOS Media has faced difficult decisions itself in recent times, as have many businesses within the county.

Managing director Paul Stannard said: "We ourselves have had to make tough decisions, and it is from this backdrop that we decided to



do something positive and use our media as a vehicle for employers and organisations – as well as the wider community – to communicate how adaptable the business community in Kent is to dealing with change and to make sure the people of Kent know what opportunities are out there."

The Keep Kent Working campaign already has the backing of Kent County Council and the Federation of Small Businesses.

"Anything that gets businesses working together to create more employment opportunities for people – and especially young people – absolutely gets my backing," said Kent County Council's cabinet member for regener-

ation and economic development, Cllr Kevin Lynes. "There could be a little more thought between businesses about the beginning and the end.

"I'd like to reach a point where we are engaging really closely with the private sector to find out where the skills gaps will be in future, so we can address that and train up tomorrow's workforce today."

One of the main aims of the Keep Kent Working campaign is to encourage businesses to take on young workers, as a third of the county's unemployed are aged 18-24.

Investing

Cllr Lynes pointed to KCC's support scheme for employers, which drastically reduces the bureaucracy involved with taking on an apprentice, as an example of how different organisations can work together for the benefit of all.

He added: "The benefit of investing in youth is that you get a huge amount of enthusiasm, energy and drive that comes with being young.

"Letting young people look at things with a fresh pair of eyes and question the way in which they do things can be so valuable to businesses, and can give them a serious edge over their competitors."

The Keep Kent Working campaign manager

Claire Trevill, who has vast experience of business in Kent, says she fully understands what employers and employees are going through.

She has worked closely with the Government's Future Jobs Fund and is acting as a business mentor for young people with the Prince's Trust charity.

"Everyone is aware that these are tough economic times, but that creates an opportunity for doing things differently," said Miss Trevill. "And that includes how businesses recruit their staff and how they take on apprentices and offer graduate placements.

"Our proximity to London has also become a blessing and a curse, because we lose many of our best workers there. But now's the time to stop the brain drain and for Kent employers to fight back and keep the talent here.

"Keep Kent Working is a positive campaign and I'm pleased this newspaper is giving employers and employees the platform to communicate good employment practice as well as to raise awareness of what help is out there to keep Kent strong."

To achieve the aims of our campaign we will need everyone to contribute. We may lead the Keep Kent Working initiative, but we also welcome any ideas or suggestions.

• Show your support for Kent's economic prosperity by emailing keepkentworking@kosmedia.co.uk.

A jazz extravaganza
Part of the Margate jazz scene under the Big Sky umbrella

Jamie Cullum

& friends with

Ian Shaw

Liane Carroll

At The **Winter Gardens Margate**

Friday 4 February 2011

All profits from this fundraising event will benefit
Margate Jazz Festival & The Vortex Jazz Foundation

Big Sky

Tickets £27.50 & £25.00

Available from The Winter Gardens Box Office

01843 296111 / 292795

www.margatewintergardens.co.uk



WINTER SALE NOW ON



Tempur's unique pressure relieving properties not only provide the most comfortable night's sleep but help to prevent back pain.

25% OFF all Tempur products

e.g. 20cm Tempur double mattress from £1275

TEMPUR
PRESSURE RELIEVING MATTRESSES AND PILLOWS

LENLEY'S
SALE

Roper Road, Canterbury • 01227 768655 • www.lenleys.co.uk

your letters



LETTERS: Please send your letters to: The editor, Apple Barn, Smeeth, Ashford, Kent TN25 6SS



EMAIL: Email your letters to the editor, Dave Mairs: dave.mairs@kosmedia.co.uk

YOUR LETTERS

Don't let fuel thieves make off with yours

Theft of heating and diesel oil has been a problem for many years and the police have always noticed an increase in this type of crime whenever the price of crude oil rises and temperatures start to plunge outside, due to a rise in demand.

This makes oil a more attractive proposition for the thief and they are now actively targeting fuel tanks at farms, transport depots and domestic properties.

The thief may be using the oil for their own central heating or selling it on at a handsome profit.

Although it may seem like a bargain at the time, I strongly advise not to buy from unregistered oil traders. Not only does this practice mean that the cycle of thefts continues, but as it is unregulated, the oil could become contaminated by being stored in dirty tanks and actually cause thousands of pounds worth of damage to boilers and generators.

If the price seems to good to be true – it probably is!

It's worth buying a good quality

lock for the tank, such as a close shackle padlock, which are difficult to remove with bolt cutters.

Remote electronic oil level gauges are also available which will set off an audible alarm if the oil level in the tank suddenly drops or falls below a quarter full.

In addition, thieves will not wish to force their way through or over a prickly hedge. The smallest trace of blood or shred of ripped clothing could help police identify the offender.

Using defensive planting around your tank, provides an effective and decorative thief proof barrier.

Jerry Prodger

Maidstone Neighbourhood Inspector

Tax dodgers deserve visit from the bailiffs

Looking at your story on the front page last week Tax Dodgers Have Nowhere to Hide, you could think that the council is being harsh.

Using bailiffs to collect owed money may be an extreme measure, but it is a necessary evil to stop others having to fork out and make up the difference.

At some point someone has to stand up and say this is what you owe, now pay it! And I am pleased

that our council has the gumption to do that.

Too many people get away with not paying tax when the rest of us pull our weight, so it only right that those who have not paid are made to.

Now all we need is the council to stand up and get a few more things done with this new found gumption.

Do that and Maidstone might just make it out of this mess we call a democracy.

Wendy, a Maidstone resident by email

Gift a goat to help in fight against poverty

Oxfam Unwrapped's goats are an extremely effective way to help improve the lives of poor people, using locally-sourced, responsibly-distributed livestock to make a massive difference in more than 60 countries.

We launched our range in 2004 and the goat gift is a popular choice – for the gift buyer, there's obvious appeal, but for the family that receives the goat, it becomes absolutely central to their lives.

They can not only be used for milk or food but as an asset to trade, giving families access to credit for food during low seasons or an income to send their children

to school and then growing their wealth as it produces kids.

At Oxfam we know only too well the impact that the environment has on poor people and are careful not to upset existing ecological balances.

We don't bring in goats from other areas – we redistribute livestock within villages, so the environmental impact is minimal.

We also assess the potential impact on natural resources by talking to local people who have detailed knowledge of grazing patterns and feeding practices.

Animal welfare is considered every step of the way and our programme guidelines are endorsed by the RSPCA.

We never promote animal husbandry above agriculture. But in some areas it is simply too dry to grow enough crops, so raising livestock is the only option.

Thanks to people's generosity we have raised an incredible £60 million to help thousands of people living in poverty around the world.

Rick Lay, Oxfam Unwrapped campaign manager

Meningitis vigilance crucial during winter

I am writing to thank all your readers who supported the

Meningitis Trust during 2010.

It's only with the help of local communities that we are able to continue our vital work helping to rebuild lives shattered by meningitis.

The Meningitis Trust relies entirely on voluntary donations, which means support from individuals, families, schools, nurseries and businesses to survive.

This year we celebrate our 25th anniversary; a quarter of a century of supporting people as they face life after meningitis.

Meningitis can strike anyone, of any age, at any time. Those who survive can be left with devastating after-effects including loss of hearing, sight, brain damage and, where septicaemia (blood poisoning) has occurred, loss of limbs.

The Meningitis Trust urges people to be vigilant of the symptoms and trust their instincts. Symptoms can include, fever, headache, stiff neck, dislike of bright lights, drowsiness, joint pain, vomiting, diarrhoea and, in some cases but not all, a rash that doesn't fade under pressure.

For more information, call the trust's freephone 24-hour helpline staffed by nurses on 0800 028 18 28 or log on to www.meningitis-trust.org.

Thank you all once again and best wishes for 2011.

Anne Currie, Meningitis Trust

The KITCHENDOORCOMPANY



TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company.

Visit our website for special offers
www.kitchendoorskent.com

IN 2011

Why buy a new kitchen when you can change your doors



• Replacement Doors from **£24.00**

- Doors made to measure to fit any existing kitchen
- Work Surfaces • Handles / Sinks & Taps
- Also Complete kitchens made to your specifications
- Over 40 Designs of Doors in 40 Different Colours

Alter your existing kitchen for a fraction of the cost of a new kitchen

yourlocalinterview

QUESTION & ANSWER

JOHN BAILEY



Q Tell us a little about yourself.

A I'm 59 and took early retirement from a major PLC just over two years ago. I'm married and have two grown-up kids. I live just outside Ashford.

Q When did you first become interested in the First World War and military history?

A My father and all my uncles were in the forces in WWII and I was brought up hearing stories from the war. I acquired my first military item when I was about seven years old. I swapped a Mars bar for a brass Spitfire that a school friend's father had made in the RAF. I've still got it. I became very interested in the First World War after visiting the Somme in the mid 1980s and was amazed by what I saw. I then started researching my two grandfathers' part in the Great War.

Q What inspired you to set up Still in the Trenches in Folkestone?

A I had done a little spare time trading in militaria and felt that Kent needed a five-day-a-week military history shop where people could buy interesting and genuine items at reasonable prices.

Many military collectors' shops have closed as the internet has grown, but I saw a need for people to be able to see and touch things before they buy them. In collecting, condition is very important and many people are often disap-

pointed with things they buy over the internet. I also restore items and will track things down for people. I can sometimes do research into customers' grandfathers' WWI history.

Q Tell us about the flag you recently discovered.

A I bought the flag from a local collector who had acquired it 12-15 years ago. It was made by a French woman in Calais during 1944 to welcome the liberating troops. It's made mainly from parachute silk, plus what looks like the gold edging from a tablecloth. It is quite crudely made. I am investigating a couple of leads on the French woman, but it's early days yet.

Q What are the favourite items in your collection and why?

A I do like military paperwork, such as the documents a soldier would have had in his service from recruitment to discharge. I have those papers for my father and one of my grandfathers and it is far more human than the metalwork and hardware of war. I've also got a lot of Home Guard training manuals and papers. I think the Home Guard was amazing.

Q What kind of items would typically be considered of historic military significance?

A There are many iconic items that come from the two world wars. The Lee Enfield rifle was probably the finest service rifle ever

and has become a classic. It had a British service life of 60 years and is still going strong in India. Similarly the Mills grenade, which was designed in 1915, modified in 1917 and then remained in service for another 55 years completely unchanged. I also think First World War medals are potent symbols of the terrible experiences soldiers had of trench warfare.

Q What do you think of the social and cultural life of the area?

A My wife and I moved to Ashford from south east London four years ago and wished we had done it earlier. The quality of life here is far better, with the superb countryside and coastline. There seem to be many more people actively trying to make Kent a better place.

Q How can people find out more about you and Still in the Trenches?

A They can learn a lot from the website but also I'd like them to come to the shop in the Old High Street, Folkestone. I like to chat with my customers and have had some incredible people in the shop - D-Day veterans, serving soldiers, Blitz survivors, and V1 witnesses. Recently a marvellous lady who was in the French resistance visited the shop.

Q Tell us something that people don't know about you.

A In the mid 1980s I qualified as a pilot and even got to fly a WWII military aircraft.

Q&A

The owner of wartime memorabilia shop Still in the Trenches spoke to **James Alexandre** about his fascination with military history, the significance of a handmade flag and the joys of living in Kent.

ADVERTISEMENT

Peace of mind for all the family with McCarthy & Stone

Are you worried that your parents or other older relatives may be unable to cope in their own home? Do you find the thought of having to consider residential care hard to accept?

McCarthy & Stone's new Assisted Living development in Cheriton could be the answer.

"They've thought of absolutely everything. We ran out of questions to ask!"

We're very happy we made the move. Both in our 80s, we look after each other as best we can but it's good to know now that there's someone on hand should either of us need help.

Laurel Court enables residents to continue to be a home owner but with round the clock support, that can be tailored to meet individual needs. Importantly, Assisted Living can help older homeowners retain their independence in a safe and secure, friendly environment, amongst like minded people.

Flexible support services

Lunch is served every day in the waitress service restaurant and meals can even be bought to your apartment in the event of illness. One hour's domestic assistance is included in the service charge but this service is totally flexible and extra assistance can be purchased to meet either long or short term needs. The same applies to personal care which is available from the appointed care agency.



Tailor-made facilities

The facilities at Laurel Court have been designed to ensure that you can do everything that you would do in your own home, but far more easily.

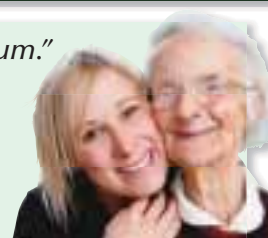
The apartments have a fitted kitchen, a level access shower in addition to a bath and full wheelchair access. Facilities also include a laundry and residents' lounge where you can socialise with fellow residents. For entertaining your own visitors, there is a function room and a hotel style guest room for putting up family and friends.

Security brings peace of mind

Security is often a particular concern for the older homebuyer. Laurel Court benefits from advanced security systems like a 24-hour emergency call service and CCTV at the main entrance.

"It's perfect, just right for Mum."

Living on her own and so far away I was always worried for Mum. She struggled with everyday things but I couldn't help. Now she's on my doorstep and so well looked after. We're both really happy.



Where else could you find such a balance of independence and convenience under one roof?

Laurel Court, Stanley Road, Cheriton CT19 4RL. Open Tues - Sat 10.30am - 5pm
Prices from £139,950 • 01303 272437 www.mccarthyandstone.co.uk

For more information send to: FREEPOST RSBR-YRYG-ZXJR,
McCarthy & Stone Retirement Lifestyles Ltd, BYFLEET KT14 7QG

Title _____ Name _____

Address _____

Postcode _____

Email _____

Tel _____ Enquiring on behalf of? Yourself ☐ Other ☐

McCarthy & Stone

ASSISTED LIVING

Jobless total falls despite downturn

UNEMPLOYMENT fell by 21 per cent in Medway last year, new figures have shown.

The decrease equates to 1,658 fewer claimants of Jobseeker's Allowance across the towns.

At the beginning of 2010, Medway had 7,659 residents claiming the allowance but by the end of the year that figure had fallen to 6,001.

The 21 per cent fall was larger than the national average of 15 per cent during the same period.

Youth unemployment, affecting 18 to 24 year olds, also fell more in Medway than in any other unitary authority across the entire country, dropping 770 to 1,760 – 30 per cent.

This is nearly twice as much as the national average fall of 15.4 per cent and a stronger fall than the regional average of 24 per cent.

Support

Medway Council's economic growth boss, Jane Chitty, said: "In spite of the recession, we refused to allow this to distract us from the real opportunities and we stand by our commitment to support the people of Medway.

"We are determined to help get Medway back to work and while I am delighted at these figures, I accept there is more to be done and we are looking at a range of initiatives to ensure we don't lose momentum.

"Medway Council has responded to the recession by securing funding from central government and ensuring our residents have the services and advice they need to get back into work, whether that be further training, CV advice or personalised support."

Give Flowers deal time to grow, savers urged

■ BY STEVE KNIGHT

THE chief executive of Kent Reliance Building Society has asked its members not to make rash judgements over the £50 million deal with JC Flowers.

A minority of savers who voted against the agreement – which represents the first private-sector investment in the mutual banking sector – claim the business will now no longer be run with their best interests at heart.

JC Flowers, which has offices in New York and London, is a private equity investment firm focused on the financial services industry.

Run by billionaire and Harvard graduate J Christopher Flowers, the firm failed in its attempt to purchase Northern Rock before the bank was saved by the British taxpayer in 2008.

But while admitting his new partners will ultimately want to make a profit, KRBS chief executive Mike Lazenby said it was too early to make predictions about the future of the business.

"We will continue to run as a mutual until JC Flowers owns 90 per cent of the business, which is a long way off," he said.

"They have also agreed not to pay any dividends to investors for the next five years, which



NEW DEAL: But some Kent Reliance savers are worried

is an incredibly long time in business. For example, five years ago we couldn't possibly have imagined the economy would be the way it is today.

"If they decide after five years they want their money back – and it's not been agreed that they will – then that would give us the option to buy them out.

"It's not a given that everything will be over and we'll become a proper bank.

"Five years is a long way off and a lot of things will happen before then. In the meantime we'll be going back to lending people money, which we haven't been able to do for some time, and we'll be offering some pretty good rates."

With assets of more than £2.2 billion, KRBS

is the 12th largest building society in the UK and has served the people of the county for more than 150 years.

At least 75 per cent of KRBS members had to vote in favour of the JC Flowers deal for it to be passed, and it scraped through with 75.8 per cent of the ballot.

The Chatham-based society will now transfer all of its business, assets and liabilities to a new bank called OneSavings, which is expected to become effective on February 1, pending approval from the Financial Services Authority.

In the meantime KRBS has been busy securing eight new branches in towns as far away as Gloucester, Bristol and Devon, which Mr Lazenby says would not have been possible without the £50m investment.

And despite once describing high street branches as "liabilities", he is also looking to expand the business and open more offices on home turf in Kent.

"There will always be people who want to access a high street branch," said Mr Lazenby.

"But we have to make sure they're in the right place and that they will be used when they're open, otherwise they're just a drain on our resources.

"For example, our agency in Strood [at First Call Mortgage Services in the High Street] is totally inappropriate for what we're using it for. But we want to keep a presence in the town so we'll be opening a new office in its place."

What's the value of your car?

Receive an accurate valuation for your car in minutes with our SMS Car Valuation Service

Text **kos**, the **car registration** and **mileage** leaving space between each, to **83338** e.g. **kos EF04BWZ 10000**

By pricing experts

GLASS'S
STANDARD VALUERS LTD



Mark Russell GLAZING LIMITED

without question
raising the standards

We specialise in the
installation of high quality
uPVC products including:

- ✓ A Rated Products
- ✓ Windows
- ✓ Doors
- ✓ Conservatories
- ✓ Porches
- ✓ Garage Doors
- ✓ Roofline
- ✓ Cladding
- ✓ Secondary Glazing
- ✓ Aluminum

- Excellent quality showroom • High security Multi-point locks •
- Wood effect finished products • All work guaranteed for 10 years •
- No deposits • No pressure sales • Service department •

Call for a free no obligation quotation

BIG enough to trust..

FENSA
Registered Company



..small enough to care



01227 771065

Fax: 01227 772205 Email: mrussellglazing@aol.com
www.markrussellglazing.co.uk

Units 51-53 John Wilson
Business Park Thanet Way
Whitstable
Open Mon - Fri 9am - 5pm
Sat 10am - 2pm

THE travel & leisure SHOW

SUNDAY 13 MARCH 2011

DOVER CRUISE TERMINAL 10AM-4PM

WIN A CRUISE FOR 2 WITH FRED.OLSEN CRUISE LINES



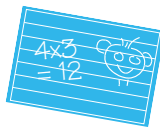
TO REGISTER FOR FAST TRACK ENTRY
visit www.thetravelandleisureshow.co.uk
or call Liz Hare on 01303 817172 or email liz.hare@kosmedia.co.uk

FREE ENTRY
FREE PARKING
PRESENTATIONS
EXCLUSIVE SHOW OFFERS
CHILDREN'S ENTERTAINMENT
FOOD & DRINK
LICENCED BAR

british tourism week



Organised by
ARCHANT KOS MEDIA



BREAK TIME

Baccalaureate a blow to grammars

A CONTROVERSIAL scoring system introduced to boost the number of pupils studying traditional academic subjects has exposed failings in Kent's grammar schools.

Official statistics revealed that while selective schools continue to excel in GCSEs, under the English baccalaureate scheme many are lagging behind.

The qualification is awarded to pupils who achieve five A* to C grades in English, maths, a science, a foreign language, and a humanity.

Schools were previously only judged on the number of pupils who achieve five A* to C grades in any subjects.

At the Harvey Grammar School in Folkestone, only 27 per cent of pupils received the baccalaureate certificate, and just 33 per cent at Dover Grammar School for Boys.

While six selective schools in Kent achieved above 80 per cent – with Dartford Grammar School gaining the highest at 97 per cent – others only managed to scrape average scores, and six fell below 50 per cent.

Twenty-eight grammars, however, had 95 per cent or more of their pupils achieving five A* to C grades, including English and maths – Maidstone's Invicta Grammar School achieved 100 per cent for a second consecutive year.

Education secretary Michael Gove said including baccalaureate results in the league tables would help tackle the slump in the study of core subjects.

However, headteachers say it is unfair on schools where less academic pupils do well in vocational courses.

Pupils put under pressure in battle to pass Kent Test

■ BY MARIJKE COX

PARENTS of children as young as five are trying to hire private tutors for 11-plus coaching as the demand for grammar school places rockets.

Tutors across the county said they had been inundated with calls from parents desperate to start preparing their children, despite the exam, known as the Kent Test, being up to six years away in some cases.

The influx is being blamed on the huge demand for grammar school education. Last September 10,947 youngsters aged 10-11 sat the test for just 4,475 places in the academic year starting in September 2011.

Tutors said competition was fierce and parents were going to extreme lengths to secure their child a place.

Kent and Medway tutor Patricia Matthewman, principle of the Eleven Plus Academy, said year five, aged 9-10, was young enough to start coaching.

"I don't believe starting younger than that is beneficial," she said.

"We have had parents asking for tutoring for younger children and we've turned them away. Some calls were for year three children (7-8) and others even younger, specifically for the 11-plus.

"General tutoring in subjects such as creative writing is fine at any age, but tutoring for the 11-plus at a young age does not help.

"I can understand why parents want to do this, but it really is unsuitable. Coaching for 12



ALL WORK, NO PLAY: Pupils are being put under too much pressure at an early age, say education experts

months before they take the test is adequate."

Mrs Matthewman said the high demand for grammar school places was pushing parents to try and start tutoring early.

But another Kent tutor, who works in the Maidstone area, said the idea tutoring would secure a grammar school place was misguided.

"It's more about the child. Even the brightest won't always be suitable for grammar schools," she said.

"I've been contacted by parents with children of five asking for 11-plus tutoring, but it's too young – year five is the right time."

The tutor, who asked not to be named for professional reasons, said she had been inundated with requests.

"I've had parents call up about children as

young as six. "There's a year four girl (aged eight) whose parents asked if she could have in excess of an hour's tutoring, which is too long for someone that age.

"I think the demand for places is because of the view that grammar schools are better than other secondaries, which isn't necessarily right."

Figures from Kent County Council showed 10,947 children sat the Kent Test in September, 2010, to start secondary school in the 2011 academic year.

A spokesman said even if a child passes the exam it does not necessarily mean they will be given a grammar school placement.

"Many grammar schools are their own admissions authority," he said. "KCC cannot guarantee that a grammar-assessed child will be offered a grammar school.

"Parents will need to look at the oversubscription criteria of individual schools to identify the likelihood of securing a place."

Marian Darke, south east regional secretary of teaching union the NUT, said there was too much pressure being put on children to pass the Kent Test.

"There is more and more pressure to get them through the test, rather than allowing them to enjoy their education," she said.

"It's making it all about succeeding or failing, and this isn't good for children.

"Pressure is being put on parents because they are being led to believe to get a good education you have to go to a grammar school, which isn't right.

"Education should be about developing, not about labelling children who don't go to a grammar school as failures. Tutoring young children puts far too much pressure on them."

SEND your schools news and pictures to dave.mairs@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk.

developing confidence and individual talents

Frustrated to know that your child could succeed but is making slow progress?

Is it because of going unnoticed in a large school or a large class size?

Is your child lacking the confidence to flourish?

At Dover College, we are as keen as any other school to cater for the most able pupils and do it well. However, our recent inspection highlighted our great ability as a school to enable our more average pupils to achieve far better than their potential suggested on entry. By offering boys and girls timely affirmation and appropriate challenges in a caring environment, many of them surprise their parents and, more importantly, themselves with their achievements.

Dover College welcomes pupils at any time of the year if there is a place available.

From: Pre-Reception class for 3 year olds to A Levels

To obtain a prospectus, please contact:

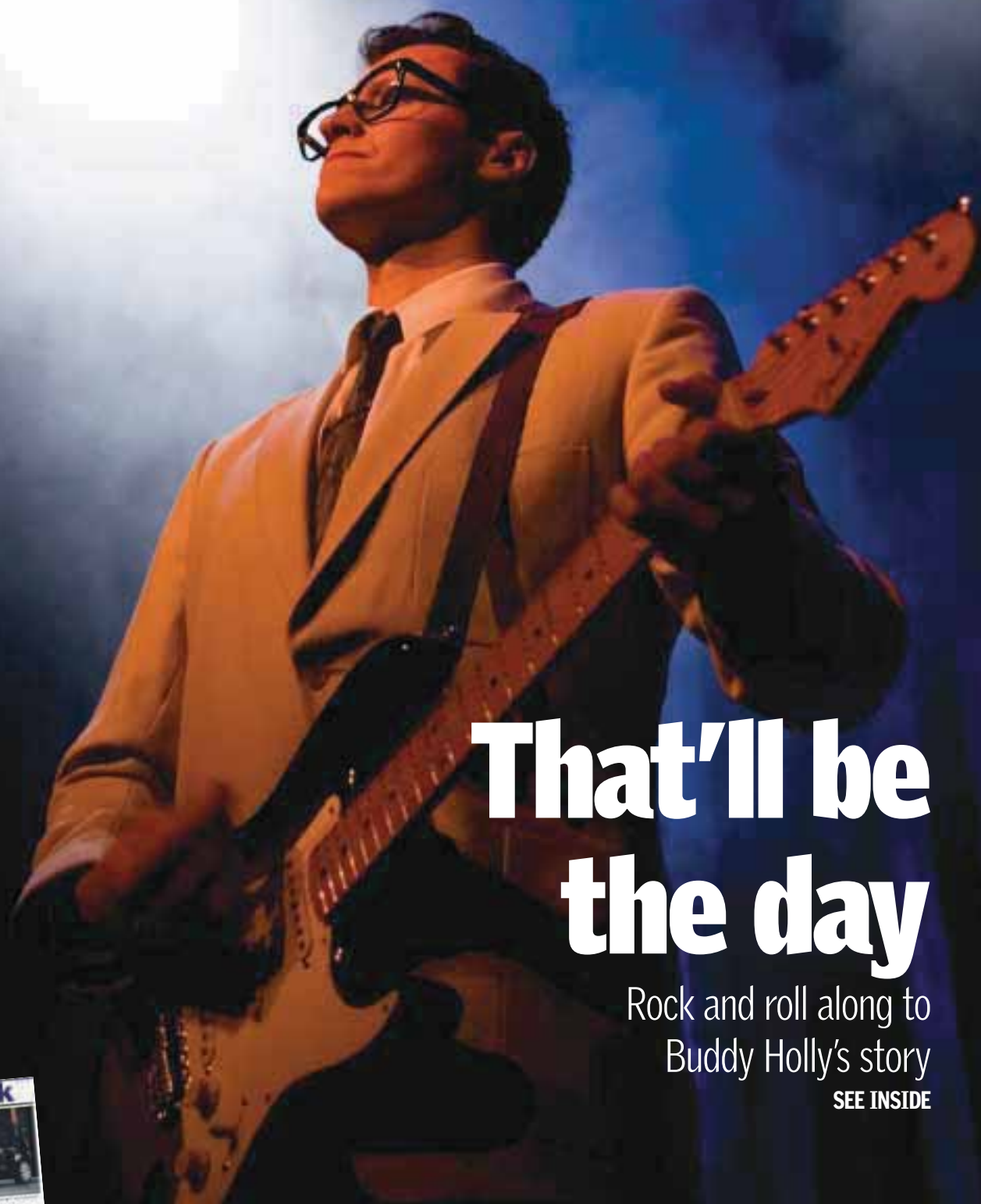


Dover College
Effingham Crescent,
Dover, Kent CT17 9RH
T: 01304 244506
E: admissions@dovercollege.org.uk
www.dovercollege.org.uk

For all your servicing needs visit your local professionals

Page 32

your lifestyle



That'll be the day

Rock and roll along to
Buddy Holly's story

SEE INSIDE



SEE INSIDE FOR NEW AND USED CARS PLUS THE LATEST MOTORING NEWS

carsfor Kent.co.uk

LEISURE 13-20

COVER STORY 14

EVENTS 16

WEATHER 18

MUSIC/GETAWAYS 20

MOTORS 21-26

**DAY & NIGHT****Explore your inner flirt**

A BURLESQUE workshop takes place at the Astor Theatre in Deal from 2-3.30pm on Saturday, January 22.

Miss Maybe's monthly classes will increase your confidence and inspire you to get your feathers and sequins out.

Workshops also take place on February 18, March 19 and April 16. No dance experience required, and there is no nudity, but plenty of fun and giggles.

Contact Miss Maybe on 07870343870 for more information.

Sleeping Beauty dates

A PRODUCTION of Sleeping Beauty will delight dance fans at the Churchill Theatre, Bromley, on February 1 and 2.

Founded in 1988 by former Bolshoi soloist and choreographer Victor Smirnov-Golovanov, Moscow City Ballet has become one of Russia's most successful touring companies and their take on the ballet is not to be missed.

Tickets range from £29.50 to £33.50 and are available from www.ambasadortickets.com or by calling the box office on 08448 717 620.

Don't miss TV comic

TOP comic Andy Parsons, of Mock the Week fame, will tickle funnybones when he comes to the Central Theatre in Chatham.

The funnyman is in town on March 17. Tickets are £14 or £16. Book early to avoid disappointment. Call the box office on 01634 338338, or visit www.centraltheatre.co.uk.

Banksy's dramatic joke?

EXIT Through The Gift Shop is a cruelly-entertaining account of street artist Banksy's relationship with a wacky super-fan.

But is this a straightforward documentary about the world of street art, or is the joke on us?

The film shows at The Astor Theatre in Deal on Monday, January 31 at 8pm. Ticket prices are to be announced. Visit www.theastor.org for more details.

Keeping it in the family

THE Floorboard Family will play the Chimney Boy, in Faversham, on February 2.

The Faversham Folk Club gig features family members Francis Kendall, Richard Kilner and Jason Rose. Together they write, sing and play roots, ballads and blues as well as "good time" music.

Entry is £7, or £6 for members. Visit www.favershamfolkclub.net for details.

Dine to best of blues

BLUES Junction present a night of the very best of the blues at Pizza Express, Maidstone, on Saturday.

Starting at 8pm, there will be music from the Blues Junction, band who specialise in blues music from Chicago to Delta to West Coast to British. They cover classics by the likes of Eric Clapton, BB King, Buddy Guy, Muddy Waters, Albert King, Etta James, Howlin' Wolf, and Robert Cray.

Tickets are £15 each from www.pizza-expresslive.com.

Remembering a rock 'n' roll hero

BUDDY - THE BUDDY HOLLY STORY

Tuesday, February 1, to Saturday, February 5
Orchard Theatre, Dartford.



THE world's most successful rock 'n' roll musical has had audiences rocking in the aisles for decades, and it's back in Kent soon.

Buddy - The Buddy Holly Story will come to the Orchard Theatre in Dartford next month, 52 years after the legend's passing and "the day the music died".

That famous phrase was coined by Don McLean, in the song 'American Pie'.

Holly died in a plane crash, but his legacy was already cemented.

That fateful day will forever be ingrained on the memory of Maria Elena, widow of Charles Hardin 'Buddy' Holley (the 'e' was dropped after his name was misspelled on a recording contract).

Each year she commemorates the passing of her husband, who was just 22 when he died, in the same way.

"I pray for Buddy, like I do every night," she begins. "I light a candle, I buy flowers, and stay home. I just remember him as he was when I met him."

The couple had been married less than six months when the small plane carrying Buddy, 17-year-old Ritchie Valens, J.P. 'the Big Bopper' Richardson, 28, and pilot Roger Peterson, 21, plummeted from the night sky into a frozen Iowa cornfield.

Though the 50 years that have passed have dulled some of the pain, the shattering impact of the accident still remains with Maria Elena.

"When Buddy died it was so sudden," she reflects. "Those kinds of deaths are very, very difficult to deal with because you don't have the chance to say goodbye."

The circumstances surrounding Buddy's inclusion on the Winter Dance Party Tour of 1959 only add to the sense of tragedy.

"He left home against my will, I was pregnant," she says. "He said 'it will be a short tour - I just can't continue without getting my own money to do what we're planning to do.' We had plans to open record companies and our own publishing company, and Buddy also wanted to develop new artists, even at that time."

To commemorate this special occasion, the smash-hit West End musical Buddy - The Buddy Holly Story will be rocking The Orchard, Dartford, with a performance on the anniversary of Buddy's death, proving that the music, like Buddy's legacy, lives on.

Maria Elena Santiago was 25 when she and Buddy married in August 1958, less than two months after they first met.

Folklore has it that Maria Elena had a premonition about the crash before he left for the tour.

"Absolutely, as a matter of fact we were both dreaming," she confirms.



"Buddy had a dream about leaving me on top of a building and I dreamed about a comet, this great ball of fire coming down. It came past me and made a hole in the ground. I could see the fire coming out of that hole."

"The day after (Buddy) was leaving and I was packing for both of us, but he said 'I told you, I can't bring you with me, you're pregnant.'"

Having discovered news of the crash on tel-

evision, Maria Elena says she fell into a "catastrophic state", unable to digest what had happened. She miscarried soon after.

The show has been a worldwide smash, and recalls the heyday of the legendary Holly.

All the hits are here and tickets will sell fast. Tickets, priced between £20 and £27.50 each, are available from www.orchardtheatre.co.uk, or by calling the box office on 01322 220000.



Reader Holidays

KOS 23/01/11

Corinth Canal, Greek Isles & Istanbul

Escorted Rail-Cruise - afternoon departure from London



Departures: May 5, June 14, September 2 & October 2, 2011

PORTS OF CALL:

• Embark France - Marseilles • Italy - Genoa • Greece - Katakolon, Santorini, Mykonos, Piraeus & Corinth Canal
• Turkey - Istanbul • Sicily - Messina • Disembark Marseilles

INCLUDED:

• Escorted throughout
• Champagne Check-in at London St Pancras
• Daytime rail travel: London-Marseille-London
• Overnight stay in Lille or Paris outbound
• 10 night Full Board cruise on the Louis Coral
• All transfers abroad
• Full ABTA financial protection

12 DAYS FROM
£1149pp
Quote CG-KOS

Eastern Mediterranean

Escorted Rail-Cruise - afternoon departure from London



Departures: March 12 & November 12, 2011

PORTS OF CALL:

• Embark France - Marseilles • Malta - Valletta • Egypt - Alexandria & Port Said • Israel - Ashdod • Cyprus - Limassol • Crete - Heraklion • Italy - Naples & Genoa
• Disembark in Marseilles

INCLUDED:

• Escorted throughout
• Champagne Check-in at London St Pancras
• Daytime rail travel: London-Marseille-London
• Overnight stay in Lille or Paris outbound
• 12 night Full Board cruise on the Louis Majesty
• All transfers abroad
• Full ABTA financial protection

14 DAYS FROM
£1099pp
Quote ME-KOS

Tuscany Coast & Country

Escorted Rail-Cruise - afternoon departure from London



Departs May 16 & September 19, 2011

Join us for a journey of discovery to the most beautiful region of Italy with an enchanting landscape and historic towns.

ITINERARY/INCLUDED:

• Champagne check-in at London St Pancras • Escorted throughout • Afternoon departure on Eurostar to Paris or Lille • 1 night hotel B&B in Paris or Lille • TGV rail travel to Nice • 7 nights in Marina di Pietrasanta, Italy, at Hotel Villa Ombrosa with 7 buffet breakfasts & 7 dinners with free wine & water PLUS Free tea/coffee daily, PLUS nightly Free Bar • Included excursions take in Lucca, Pisa, Florence, Portovenere (pictured) & San Gimignano • Travel home on overnight train, Florence to Paris, in 2-berth cabin, then Eurostar to London • All transfers abroad

10 DAYS SEMI ALL-INCLUSIVE
£1099pp
Quote TC5/9-KOS

Pisa's Luminara di San Ranieri, Tuscany & the Riviera of Flowers

Escorted Holiday by Rail - afternoon departure from London

Departs June 14, 2011

Come with us to the magical city of Pisa which has far more to offer than the leaning tower. In June the Luminara di San Ranieri creates a breathtaking spectacle of light with 1000s of candles lighting the River Arno, riverside buildings and bridges.

**ITINERARY/INCLUDED:**

• Champagne Check-in at St Pancras • Escorted throughout
• Afternoon departure on Eurostar to Paris
• 1 night hotel B&B in Paris • TGV train travel to Nice • 3 nights at the Hotel Arnolfo in Montecatini and 6 nights at the Garden Hotel in Allassio • 9 breakfasts • 9 dinners
• 2-hour Guided tour of Florence
• Included excursions in Italy: take in Pisa, Florence, Santa Margherita, Portofino, Cervo & Diano Marina; in France: Monaco, St Paul de Vence & Antibes • Return rail travel to London
• All transfers abroad

11 DAYS
£1099pp
Quote AT6-KOS

Black Forest & Alsace Wine Route

Escorted Holiday by Rail - morning departure from London



Departs June 20, 2011

This magical holiday combines the romance of international rail travel with dramatic scenery and warm hospitality in a rolling landscape with serene lakes, pretty villages and ancient vineyards.

ITINERARY/INCLUDED:

• Escorted throughout • Morning departure on Eurostar to Paris or Lille • TGV train travel from Paris or Lille to Strasbourg • 6 nights at the 3-star Hotel Baren-Stube, Oberharmersbach, with 6 breakfasts and 6 dinners • Excursions take in Freiburg, the Triberg Falls, Lake Titisee, Strasbourg & the Alsace Wine Route • Rail travel from Strasbourg to London • All transfers abroad

7 DAYS
£789pp
Quote BB6-KOS

Menton Lemon Festival & Nice Carnival

Escorted Holiday by Rail - afternoon departure from London



Departs February 20, 2011

Join us for a colourful break on the French and Italian Riviera including visits to Menton Lemon Festival Garden of Lights and Nice Carnival Flower Parade. Enjoy Free Drinks every night at the hotel in Diano Marina and return rail travel between London and Nice, south of France.

INCLUDED:

• Champagne check-in at London St Pancras • Escorted throughout • Afternoon departure on Eurostar to Lille
• 1 night hotel B&B in Lille • TGV rail travel to Nice
• 4 nights in Diano Marina at the Piccolo Hotel with 4 buffet breakfasts & 4 dinners with free wine & water PLUS Free tea/coffee daily, PLUS nightly Free bar - house wine/beers/spirits 6pm to 12midnight • Included excursions • Return rail travel to London • All transfers abroad

6 DAYS SEMI ALL-INCLUSIVE
£699pp
Quote LM2-KOS

Mamma Mia Party

Warner Bembridge Coast Hotel, Isle of Wight - Over 50s only



Friday, February 25, 2011

Join us for a party where the name of the game is fun. We're rekindling the 70s & 80s when Abba's songs were on everyone's lips.

PRICE INCLUDES: FREE drinks from 3.30pm to 11pm Friday, 12noon to 11pm Saturday & Sunday. Includes house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee • Dinners & Breakfasts • Mamma Mia movie screening • Abba Tribute Band • Variety entertainment • En-suite Ambassador room with TV, tea/coffee tray - upgrades available • Leisure facilities: Indoor pool & sauna • Return Car Ferry

SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE
£239pp
Quote MW2-KOS

Mamma Mia Party

Warner Bodelwyddan Castle, North Wales - Over 50s only



Friday, March 25, 2011

Join us for a unique Mamma Mia Party - for over 50s only - in beautiful North Wales. Warner's Bodelwyddan Castle Hotel will resound to the sights and sounds of Abba. Enjoy free drinks and nightly entertainment including a screening of Mamma Mia the Movie and an Abba tribute act.

INCLUDES: Free Bar 6pm to 11pm daily - house beers, spirits & mixers, wine by the glass • Entertainment including a Mamma Mia the Movie screening and Abba tribute act • 3 dinners & 3 breakfasts • En-suite Ambassador room with TV, tea/coffee tray - upgrades available

SELF-DRIVE 3 NIGHTS DRINKS INCLUSIVE
£299pp
Quote BC3-KOS

yourleisure

with
TOM BETTS

Email thomas.betts@kosmedia.co.uk



THE NEW SQUADRONAIRES

Friday, February 4, Woodville Halls, Gravesend

DO YOU remember the original Squadronaires from the 1940s?

Officially known as the No 1 RAF Dance Band, the musicians soon adopted the unofficial name 'The Squadronaires' and went on to win the prestigious Melody Maker award for five consecutive years. Their successors will enthral at this show in Gravesend.

Originally formed by the RAF, with a view to emulating the popularity with the troops of the American bands of the day, and to help boost morale, the Squadronaires went on to surpass even the most popular of the American bands. The orchestra was reformed under

the leadership of trumpet player Greg Francis (the bandleader of the Memphis Belle Swing Orchestra and the movie Memphis Belle) and a change of presentation and musical content was made.

Based on, and as a tribute to, the wartime orchestra, the band consists of young musicians, looking as they did then, and playing the swing music of the era, including Glenn Miller Tommy Dorsey Harry James Benny Goodman Artie Shaw and more.

The show starts at 8pm. Tickets are £15, or £13 for concessions. To book, call the box office on 01474 337774.



THE THREE DEGREES

Friday, January 28, Central Theatre, Chatham

THE Three Degrees can't wait to see you again.

The longest-running line-up of the group comes to Chatham this month to wow audiences with a full playlist of their hits.

Once famously known as Prince Charles's favourite group, the trio will delight fans eager to hear their music again.

Boasting more than 40 years in the business and with some timeless classics in their repertoire, their best-known hit, When Will I See You Again? will no doubt feature on the evening.

The Three Degrees were formed in about 1963 in

Philadelphia and were discovered by producer and songwriter Richard Barrett, who was responsible for groups of the 1950s such as The Chantels, Little Anthony and the Imperials, and The Valentines.

Over a long career, the group slowly found their way to the top, really making their mark in the 70s and 80s with mainstream chart success.

The tour line-up is Cynthia Garrison, Valerie Holiday and Helen Scott. Tickets for the show are £19 or £21.50 each. Call 01634 338338 to book, or visit www.whatsonmedway.co.uk.



ROY CHUBBY BROWN

Wednesday, January 26,
The Orchard Theatre, Dartford



OFFENSIVE, controversial and hugely successful, Roy Chubby Brown is touching down in Dartford.

The flying hat and goggles-wearing Northerner has put more bums on seats than most other comics, and has one of the most devoted fanbases in the laughter business.

His ribald live routines are blue and draw huge crowds, no matter what town he's in.

Few subjects are deemed too sensitive to be touched on, and the language will be blue.

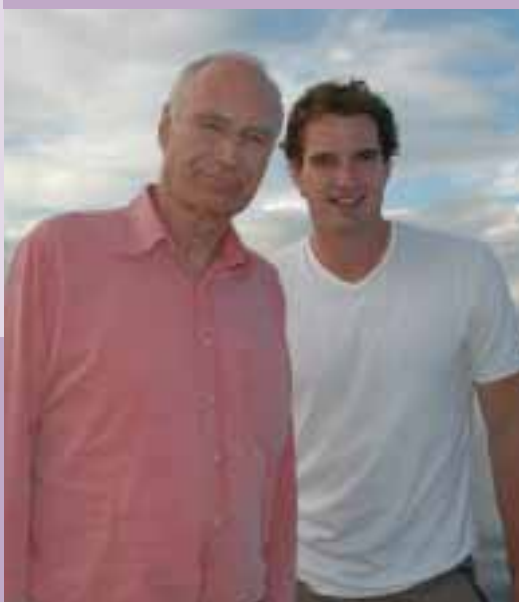
Get set for a barnstorming night of banter, hilarious mickey-taking and humour from Britain's most outrageous comedian, who uses a non-stop battering ram of jokes and tales during his shows.

You'll be in the presence of one of the scenes biggest characters but it's not for the easily offended.

The tour ends in April, but this is Chubby's only date in Kent. Tickets are £22.50 each from www.orchardtheatre.co.uk, or call 01322 220000.

Bookings of over 40 people will receive a free finger buffet, but call 01322 220000 for information.

The show starts at 7.30pm and is not suitable for children.



AN AUDIENCE WITH PETER AND DAN SNOW

Sunday, January 30,
The Orchard Theatre, Dartford



FATHER and son team Peter and Dan Snow have established themselves as two of the country's most watchable historians, with their popular TV shows.

Following the success of their books and popular television series, Battlefield Britain and 20th Century Battles, they present an entertaining evening as they discuss highlights and take audience questions.

Dan is Peter's youngest son and the pair have forged a close relationship presenting the shows since 2003.

Battlefield Britain looked at the massive battles that have shaped Britain's history, from Boudicca's destructive rebellion against the Romans to the incredible feats of The Few who saw off the Luftwaffe.

The show received a BAFTA and was shown on the BBC to great acclaim. The 20th Century Battles show which followed made them even more well-known.

Peter Snow was already a familiar face to viewers, due to his exploits as a Newsnight presenter and election specialist.

The show starts at 7.30pm. For tickets call the box office on 01322 220000.

MARC ANTOINE AND PAUL BROWN

Friday, January 28, Pizza Express, Maidstone



THIS pair join the impressive roll-call of those who have played at Pizza Express in the last few months.

Playing songs from last year's Foreign Exchange joint album, Marc Antoine is well known to regulars, and Paul, aside from his solo musical projects, is also one of the leading producers in the smooth jazz world.

He is responsible for number one hits for various artists, including Pizza Express favourite Peter White.

Both men are excellent guitarists with a broad repertoire.

Marc Antoine has performed in the past with Basia, SoullISoul, Guru's Jazzmatazz, The Solsonics, Queen Latifah, acid jazz DJ GreyHoy, Rick Braun, Sting and the late Selena.

Paul Brown is the producer per se in the smooth jazz genre. He has performed with Al Jarreau, Boney James, Jeffery Osborne, Kirk Whalum, Larry Carlton, George Benson, Patti Austin and many more.

Paul and Marc will be joined by Oli Silk on keyboards, Otto Williams on bass and Tony Mason on drums.

The show is at 8pm. Tickets are £25 from www.pizzaexpresslive.com.



CRACKIN' GLASS

CHEAPEST GLASS IN EAST KENT - GUARANTEED*

NO JOB TOO BIG OR SMALL

FREE
Quotes
& Surveys

10% OAP
& DISABILITY
DISCOUNT
ASK FOR
DETAILS

- All types of single pane glass repaired or supplied
- All types of double glazed units supplied or fitted
- Putty, silicone, hinges, handles & glazing tools supplied

A further 10% discount on Pre-VAT price on production of this advert

SALES COUNTER NOW OPEN & TRADING

Our friendly uniformed staff are happy to advise, just give **CRACKIN' GLASS** a call on:

01227 711 151

or visit our website: www.crackin-glass.co.uk

Office hours 9-5 Mon to Fri Mill Road, Sturry, Canterbury CT2 0AG

* on production of a written quote we will beat any quote by 5%

PRESTON PARK HOLIDAY HOMES



*Welcomes you to
a better way of life*



Opens almost all year

Prices from £4995

Beautiful location in the Garden of
England on the Kent coast.

Close to the beaches and town of Ramsgate,
Broadstairs and Westgate-on-Sea.

www.prestonparks.com

Preston Parks, Preston Road, Manston Nr. Ramsgate,
Kent CT12 5AR 01843 823346
info@prestonparks.com

Thanet's Best Kept Secret Family Pub & Restaurant

• Great Food • Great Prices • Great Atmosphere

Book now for Valentines Day

Every Thursday Steak Night

Main meals from £4.75

Lunchtime meals from £3.95

Sunday Roast

1 course £7.95 2 courses £9.95 3 courses £11.95

Quiz night Every 1st Sunday
of the month

Sorry No Food Monday lunchtime

The Acorn Inn

6 Park Lane Birchington
01843 841196

Conservatories
from
£4995

Conservatories Windows & Doors

made by us, made for you and your pocket

Looking for a company you would
recommend to your friends

We are family run and have been manufacturing & serving
Kent for 35 years to both the trade and to the public.

We manufacture on our premises

Windows • Doors • Conservatories
• Facias • Soffits • Garage Doors

at very affordable prices
but with you in mind you need to...

Call **01843 868804**

3 Windows
from
£999

Composite
Doors from
£595



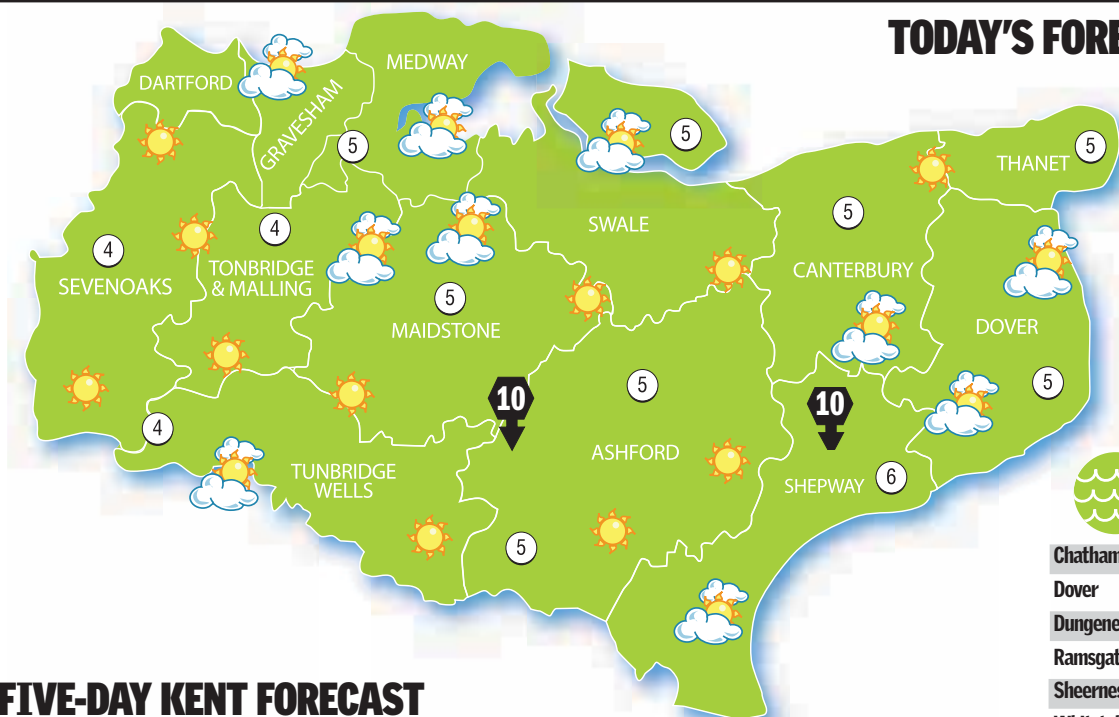
Stroud Windows & Conservatories
Margate Road, Broadstairs (opp Burger King)
www.stroudwindows.co.uk open mon-fri 9-5 weekends 8-12

*10 Year
Guaranteed*

yourweather

WEATHER UPDATES 24 HOURS A DAY @ www.kentnews.co.uk

SPONSORED BY



TODAY'S FORECAST



AROUND THE WORLD YESTERDAY

Amsterdam	8°C	Madrid	5°C
Athens	13°C	New York	2°C
Barcelona	11°C	Paris	7°C
Beijing	-3°C	Rome	12°C
Bombay	29°C	Sydney	24°C
Cape Town	26°C	Tenerife	23°C
Cardiff	8°C	Tokyo	9°C
Gibraltar	16°C	Vancouver	11°C
Hong Kong	13°C	Warsaw	8°C
Las Palmas	22°C	Wellington	23°C



KENT'S WEEKEND HIGH TIDES

Chatham	Saturday	2:29pm 6.4m	Sunday	3:13pm 6.4m
Dover	Saturday	12:37pm 6.8m	Sunday	1:24pm 6.8m
Dungeness	Saturday	12:33pm 8.0m	Sunday	1:15pm 8.0m
Ramsgate	Saturday	1:07pm 5.2m	Sunday	1:54pm 5.2m
Sheerness	Saturday	2:19pm 6.1m	Sunday	3:03pm 6.0m
Whitstable	Saturday	2:25pm 5.5m	Sunday	3:10pm 5.5m

FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon															
Ashford	7°C	6°C	5°C	4°C	6°C	Dover	6°C	5°C	6°C	5°C	7°C	Gravesend	7°C	6°C	6°C	5°C	6°C	Sevenoaks	5°C	4°C
Canterbury	6°C	5°C	5°C	4°C	6°C	Faversham	6°C	5°C	6°C	4°C	5°C	Maidstone	6°C	5°C	6°C	4°C	7°C	Sittingbourne	6°C	5°C
Chatham	6°C	5°C	6°C	4°C	5°C	Folkestone	6°C	5°C	6°C	5°C	7°C	Ramsgate	6°C	5°C	5°C	4°C	6°C	Tonbridge	6°C	4°C
Dartford	7°C	6°C	6°C	5°C	6°C	Gillingham	6°C	5°C	6°C	4°C	5°C	Rochester	6°C	5°C	6°C	4°C	5°C	Tun Wells	6°C	4°C



SUNRISE 7:52am SUNSET 4:21pm



MOONRISE 4:11pm MOONSET 7:22am

THE SPENCER WING

PREPARE YOUR LEGS FOR SUMMER
WITH OUR NEW LASER TREATMENT
FOR VARICOSE VEINS

Be back on your
feet in no time..

*Eliminate unwanted
and unsightly veins
without the need for
general anaesthetic!*

- A 45 minute procedure under local anaesthetic
- 95% success rate
- No surgical incisions
- Resume normal activities almost straight away
- Minimal discomfort

Telephone Julie Pane on
01843 234569
For more information

Please quote ADVV0111

The Spencer Wing
Ramsgate Road
Margate CT9 4BG
(Next to A & E at the QEOM)

THE SPENCER WING

NON SURGICAL COSMETIC CLINIC

REJUVENATE

tired skin for the New Year
with a series of treatment by
injection to reduce the appearance
of fine lines and wrinkles.
These injectable procedures
help to smooth out facial
wrinkles without the need for surgery.

NEXT CLINIC

11th February 2011

Treatments are carried out by
medically trained staff in a
clinical environment.
For more information or
to make an appointment
please contact Julie Pain on

Tel: 01843 234569

www.thespencerwing.com

The Spencer Wing, Ramsgate Road, Margate CT9 4BG



Meet your **perfect partner** through your **local** trusted **dating service**

Call **FREE: 0800 032 9100** to place your **FREE** ad now!

Women Seeking

IF YOU'RE LOOKING to meet or chat to someone look no further **TXT CHAT883** to 6525 for chat with pictures, fun and safe service.

BEAUTIFUL slim, black female, HIV positive, good qualities, seeks genuine, kind, white male, 30-47 to share life with. Cambridge/London/Tunbridge Well. Tel No: 0906 515 7112 Box No: 356493

LONELY female, petite, attractive, size 8-10, blue eyes, long hair, likes historic places, holidays, meals out, seeks honest, genuine male for friendship initially. Tel No: 0906 515 7112 Box No: 356359

HAPPY fun loving, attractive, intelligent, educated, slim, curly female, late 40's, WLTm caring, sincere man interested in theatre, reading, arts, nature and walks for friendship, maybe more. Tel No: 0906 515 7112 Box No: 356613

ADORABLE black female, 37, slim, affable, enjoys music, reading, theatre, laughter, nature, seeks genuine gent, 37-49 who is caring, N/S and lives near London. Tel No: 0906 515 7112 Box No: 333815

CONFIDENT young female who knows what she wants out of life, looking for open minded, outgoing guy for adult conversations/meets. Tel No: 0906 515 7112 Box No: 356153

BEV petite and trendy with a nice figure, solvent, animal friendly and looking for soul mate up for lots of fun. Age/looks unimportant. ACA. Tel No: 0906 515 7112 Box No: 356149

I might be 47 but am certainly not over the hill yet! Attractive and looking for a good reason to get back in shape. Call me. Tel No: 0906 515 7112 Box No: 356147

LATE 40's female, likes most things, animals, walks, cinema, seeks male 45-59 for good times. Tel No: 0906 515 7112 Box No: 348941

29YR old female, 5ft 3ins, size 12, long brown hair, seeks childless male, 29-40, Margate. Tel No: 0906 515 7112 Box No: 383026

ATTRACTIVE black lady, 5ft 6ins, black hair, slim, kissable lips, likes walks, horse riding, go karts, seeks professional white male, 35-45, athletic, 5ft 11ins-6ft. London. Tel No: 0906 515 7112 Box No: 353897

BLACK female, likes meals out, theatre, seeks solvent white male, 30-47 for genuine relationship. Ashford. Tel No: 0906 515 7112 Box No: 382910

41YR old divorced female, likes astrology, writing, cats, seeks fun loving guy with GSOH. Rochester. Tel No: 0906 515 7112 Box No: 381528

FIT lady, 65, thinks she's 40, N/S, loves life, seeks genuine gent, 60-70 N/S for happy loving, exciting times. Gravesend. Tel No: 0906 515 7112 Box No: 353111

VICKY attractive, kind, down to earth, black British, likes travel, writing, reading, cooking, socialising, seeks generous, good man who is family orientated. Essex. Tel No: 0906 515 7112 Box No: 353033

56YR old female, 5ft 6ins, GSOH, N/S, likes socialising, cards, dancing, racket ball, seeks male, 50-65, Maidstone. Tel No: 0906 515 7112 Box No: 353773

YOUNG at heart 50's tall, slim, blue eyed blonde, honest, caring, seeks tall, strong, confident, young at heart male, 50-60. Tel No: 0906 515 7112 Box No: 350337

41YR old lady, young at heart, blue eyes, long dark hair, seeks fun loving guy with GSOH. Tel No: 0906 515 7112 Box No: 346537

YOUNG black female, likes meals out, theatre, seeks solvent white male 30-47 for genuine relationship. Ashford. Tel No: 0906 515 7112 Box No: 382706

SEALED with a kiss, 37yr old single mum, blonde hair, blue eyes, curly, likes sunshine, travel, looking for Knight in shining armour, to make me laugh and spoil me. Folkestone. Tel No: 0906 515 7112 Box No: 355543

PRETTY black lady, 39, 36G bust, 5ft 3ins, likes reading, cinema, meals out, nature, travel, theatre, seeks tall, slim, professional white male, 35-50 who is honest, genuine, loving, funny and spiritual. Tel No: 0906 515 7112 Box No: 355311

CRYSTAL 5ft 6ins, long dark hair, hazel eyes, olive skin, seeks male. Tel No: 0906 515 7112 Box No: 383374

SUZANNE 35, beautiful blonde, seeks discreet male for chats and a relaxing glass of wine anytime. ACA, status unimportant. City area. Tel No: 0906 515 7112 Box No: 342527

DEBBIE mid 50's, attractive, likes dancing, music, cinema, theatre, seeks male for companionship. Maidstone. Tel No: 0906 515 7112 Box No: 351419

MATCH for a Leo. Tall blonde, early 60's, varied interests, likes music, travel, seeks N/S, caring male with GSOH. Ramsgate. Tel No: 0906 515 7112 Box No: 352627

PATRICIA outgoing, confident, feminine, warm, friendly, smart, good company, attractive, seeks similar male. Tel No: 0906 515 7112 Box No: 347215

BEAUTIFUL slim, babe, 22, seeks older, generous guy 65 plus who knows how to pamper. London. Tel No: 0906 515 7112 Box No: 348545

ATTRACTIVE outgoing 64yr old lady, seeks genuine, retired, solvent, professional male for friendship. Kent. Tel No: 0906 515 7112 Box No: 351929

42YR old female, likes music, dancing, writing, astrology, cats, seeks male with GSOH and similar age. Medway. Tel No: 0906 515 7112 Box No: 351577

SINGLE mum, 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349999

ADORABLE beauty, curvy, caring, down to earth, trained lawyer, seeks good man for friendship, companionship, maybe more. London. Tel No: 0906 515 7112 Box No: 351337

COME live with me. Medic, petite, stunning, long hair, seeks very rich, tactile, generous gent. I will care for you forever. Essex. Tel No: 0906 515 7112 Box No: 351333

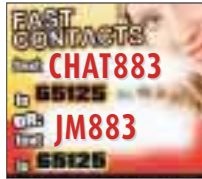
PENNY slim, sporty, attractive, excellent company, enjoys the outdoors, cycling, walks, sailing, theatre, travel, seeks intelligent, like-minded gent for friendship, maybe more. London. Tel No: 0906 515 7112 Box No: 351273

ANNA 62, seeks guy, 59-65 with an interest in the simple things in life for LTR. Tel No: 0906 515 7112 Box No: 346707

62YR old female, 5ft 4ins, blonde hair, green eyes, medium build, likes walks, keep fit, dancing, gardening, cooking, seeks male, 59-65. Tel No: 0906 515 7112 Box No: 346705

PETITE female, slim, attractive, blonde hair, green eyes, GSOH, romantic, likes sports, nights out, meals, seeks honest, genuine, N/S male. Tel No: 0906 515 7112 Box No: 334613

JACKIE homely, 52, seeks genuine, homely male, 50-65 for caring, sharing and spoiling. Tel No: 0906 515 7112 Box No: 350005



LADY seeks N/S, clean shaven male to appreciate artistic, romantic, feisty, attractive, slimish, curvy lady of 69 who has not yet joined the wrinkles. Ashford. Tel No: 0906 515 7112 Box No: 349757

WORLD traveller, fit, young minded female, enjoys life, seeks special interesting male, 60's for genuine relationship. Tel No: 0906 515 7112 Box No: 349053

KAREN 34, sexy leggy brunette who knows there's more to life than just work! WLTm confident professional male for time off meets in London and fun times. Tel No: 0906 515 7112 Box No: 342525

DAISY sexy, voluptuous, leggy, blonde, seeks male, 76 plus who knows how to treat a lady. Tel No: 0906 515 7112 Box No: 348889

DOROTHY 70's, 5ft, fair hair, likes coast, Chinese food, seeks male for companionship, maybe more. Tel No: 0906 515 7112 Box No: 342451

ELSIE 5ft 8ins, 70's, OHAC, N/S, likes pub lunches, walks, seeks gent for company, maybe more. Tel No: 0906 515 7112 Box No: 348425

JO tall, blonde, blue eyes, sexy figure, seeks male for fun times. Tel No: 0906 515 7112 Box No: 347421

ATTRACTIVE slim, easygoing, lady, 30's, likes travel, nights in, seeks genuine, solvent white male, 36-48 for no strings relationship. Tel No: 0906 515 7112 Box No: 346955

65YR old female, 5ft 2ins, likes golf, reading, garden, holidays, seeks guy to share life with. Tel No: 0906 515 7112 Box No: 340495

NATALIA attractive, brunette, brown eyes, 40's, N/S, slim, fit, friendly, seeks sincere, N/S, solvent male for love and relationship. Tel No: 0906 515 7112 Box No: 344393

STRAIGHT female, 60-75 seeking male companionship, no complications for fun and socialising, gay man welcome. Tel No: 0906 515 7112 Box No: 341379

PROFESSIONAL attractive, friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincere male of any nationality for LTR. Tel No: 0906 515 7112 Box No: 341125

TRACEY 45, sexy Scorpio, tattooed, petite, affectionate, likes music, comedy, cinema, seeks tall, medium build, tattooed, easygoing male, 45-48 with GSOH. Maidstone. Tel No: 0906 515 7112 Box No: 341045

EMMA 31, dark hair, brown eyes, attractive, outgoing, likes bands, cinema, meals out, seeks good looking male for fun and friendship. Tel No: 0906 515 7112 Box No: 337213

Men Seeking

KIND affectionate male, seeks likeminded lady. Tonbridge/Sevenoaks. Tel No: 0906 515 7112 Box No: 383518

JOHN 57, 5ft 11ins, medium build, easygoing, seeks female. Tel No: 0906 515 7112 Box No: 383498

MALE seeks female, 62-65 for friendship, maybe more. Herne Bay. Tel No: 0906 515 7112 Box No: 383474

TALL attractive white male, 48, considerate, easygoing, likes arts, theatre, Oriental culture, seeks female of any age with similar interests. Tel No: 0906 515 7112 Box No: 356719

WHITE guy 50's, seeks black/Asian/Oriental lady for friendship, maybe more. Medway. Tel No: 0906 515 7112 Box No: 356689

ALAN young 46, attractive, green eyes, brown hair, 6ft, medium build, white, fun, loyal, N/S, seeks female for friendship/romance. Tel No: 0906 515 7112 Box No: 356671

RICHARD dark hair, blue eyes, 5ft 6ins, easygoing, loving, caring, likes holidays, theatre, countryside, cinema, historic buildings, music, walks, seeks female 36-56 for LTR. Tel No: 0906 515 7112 Box No: 356389

62YR old male, 6ft 1ins, medium build, brown hair/eyes, seeks female, 62-65 for friendship, maybe more. Herne Bay. Tel No: 0906 515 7112 Box No: 356253

GENUINE white male, GSOH, seeks attractive, curly, black female, 33-43 with strong personality and in control of life for friendship/relationship. Tel No: 0906 515 7112 Box No: 356215

GLADYS sensual, loving, short hair, likes cooking, seeks Christian gent with no ties for friendship, maybe more. Tel No: 0906 515 7112 Box No: 340025

WANTED dates & mates! Kim 53, straight, seeks people for socialising, drinking, holidays etc. Tel No: 0906 515 7112 Box No: 340019

NICK 43, petite blonde, green eyes, seeks genuine guy for company, fun, friendship and maybe more. Tel No: 0906 515 7112 Box No: 339115

ATTRACTIVE slim single mum, 44, seeks similar tall male, 40-50, caring, loving and loyal, are you? Tel No: 0906 515 7112 Box No: 334393

LISA 42, medium build, likes cooking, walks, music, days in/out, WLTm caring, down to earth male, 40-50. Tel No: 0906 515 7112 Box No: 332817

JAN 53, tall, brown hair, likes most things, seeks kind, loving, older, genuine male for friendship, maybe more. Tel No: 0906 515 7112 Box No: 332497

5FT 2ins female, dark hair, medium build, late 40's, GSOH, likes cinema, walks, family life, seeks male for friendship, maybe more. Tel No: 0906 515 7112 Box No: 350381

DENISE young 50, likes cuddles, nights in/out, seeks male, 37-47 for LTR. Erith. Tel No: 0906 515 7112 Box No: 382864

DOWN to earth and well presented, likes to wine and dine, show a genuine lady a good time, wants New Year to get off to a good start, meet that someone to take my heart! LTR in Ashford area. Tel No: 0906 515 7112 Box No: 351717

MIKE 6ft 2ins, grey hair, builder, enjoys life, likes walks, seaside, beaches, cinema, nights in, seeks honest, caring female for friendship. Tel No: 0906 515 7112 Box No: 356081

PETER 57, blue eyes, full head of hair, likes sport, meals out, drinks, seeks nice, down to earth female. Tel No: 0906 515 7112 Box No: 356067

YOUTHFUL 67yr old male, likes crotch dancing, seeks youthful partner, 45-65 for fun, laughter and friendship. Dartford. Tel No: 0906 515 7112 Box No: 351553

STRIKINGLY attractive, tall, black man, London born, 45, very well dressed, athletic, seeks faithful, adventurous, truthful woman for unforgettable adventures. Am I asking too much? Tel No: 0906 515 7112 Box No: 350581

RICHARD 49, 6ft, slim, professional, GSOH, tactile, affectionate, likes most things, seeks slim, affectionate female. Tel No: 0906 515 7112 Box No: 349519

PAUL 48, slim, 6ft, seeks caring female. Tel No: 0906 515 7112 Box No: 348705

GENUINE male, 47, looks 37, likes shopping, sun bathing, travel, seeks female for platonic friendship only. Tel No: 0906 515 7112 Box No: 348639

AFFECTIONATE white male, 61, 5ft 7ins, medium build, N/S, varied interests, seeks caring, black/Oriental female with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 347933

SHY affectionate male, seeks 18-30yr old chubby, introverted girl for no strings fun. Tel No: 0906 515 7112 Box No: 383392

NICK 50's, 5ft 10ins, slim, fair hair, blue eyes, widow, loving, considerate, likes travel, meals out, socialising, culture, classic cars, boating, cycling, walks, seeks female up to 58. Tel No: 0906 515 7112 Box No: 338657

ANDY fun guy, seeks attractive, assertive, open minded female for relationship. Tel No: 0906 515 7112 Box No: 333965

LOVING male, 50, younger looks, slim, toned, seeks caring, slim female for romance and fun. Tel No: 0906 515 7112 Box No: 355611

DOWN to earth and well presented, likes to wine and dine, show a genuine lady a good time, wants New Year to get off to a good start, meet that someone to take my heart! LTR in Ashford area. Tel No: 0906 515 7112 Box No: 351717

MIKE builder, 56, big build, glasses, mousy hair, likes beaches, walks, seeks female to share life with. Maidstone. Tel No: 0906 515 7112 Box No: 355567

YOUNG guy 40, likes nights out, seeks female for good times. Tel No: 0906 515 7112 Box No: 355563

JEFFERY 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663

MARK 44, quiet, likes walks, cinema, meals out, seeks female, 35-44, Maidstone. Tel No: 0906 515 7112 Box No: 382680

YOUSUF likes cinema, sports, seeks slim, honest female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 383386

59YR old male, always puts toilet seat down, likes animals, countryside, 5ft 7ins, heavy build, GSOH, seeks lady who likes to laugh. Tel No: 0906 515 7112 Box No: 355665

PROFESSIONAL successful male, 45, 6ft, adventurous, fun loving, romantic, seeks attractive, outgoing female to enjoy the good things in life with. Brighton. Tel No: 0906 515 7112 Box No: 355361

YOUNG 53 easygoing, affectionate, 6ft, N/S, animal lover, varied interests, GSOH, looking for a soul mate. Northfleet. Tel No: 0906 515 7112 Box No: 355085

SHY affectionate male, seeks 18-30yr old chubby, introverted girl for no strings fun. Tel No: 0906 515 7112 Box No: 383392

RICHARD 46, likes holidays, theatre, historic buildings, cinema, music, seeks female, 37-57 for relationship. Tel No: 0906 515 7112 Box No: 355867

WHITE male, 52, likes cinema, holidays, weekends away, seeks sincere, genuine, black lady, 35 plus for serious relationship. London. Tel No: 0906 515 7112 Box No: 354543

RAMSGATE male, 5ft 5ins, young 60's, caring, likes travel, countryside, seeks slim-medium build, attractive soul mate for LTR. Tel No: 0906 515 7112 Box No: 355743

MALE seeks trustworthy female for friendship and serious relationship. Tel No: 0906 515 7112 Box No: 355739

ATTRACTIVE blond, blue eyed male, 47, HIV positive, genuine, sincere, GSOH, seeks warm, sincere female. Essex. Tel No: 0906 515 7112 Box No: 355731

DEREK retired, lonely, seeks retired lady for company, maybe more. Tel No: 0906 515 7112 Box No: 355717

ANDY funny, seeks likeminded female, 18-35. Tel No: 0906 515 7112 Box No: 355615

WHITE male, 63, blue eyes, active, N/S, seeks loving, caring, genuine female, 50-60, any nationality for TLC. Herne Bay. Tel No: 0906 515 7112 Box No: 355133

YOUNG looking 57yr old male, seeks petite, red headed female with lovely green eyes, 38-52 for relationship. Tel No: 0906 515 7112 Box No: 383182

TRY me! 56yr old male, down to earth, happy go lucky, likes salsa, ice skating, cinema, meals out, seeks female for friendship, maybe more. Sittingbourne. Tel No: 0906 515 7112 Box No: 354999

TOY boy 20's, seeks Mrs Claus for a fantastic Christmas full of lust and passion. London. Tel No: 0906 515 7112 Box No: 354925

MALE likes most things, lonely, seeks caring female to put the sparkle back into life. Canterbury. Tel No: 0906 515 7112 Box No: 354385

52YR old businessman, seeks female to share good and bad times. Herne Bay. Tel No: 0906 515 7112 Box No: 354891

YOUNG good looking, medium build male, mid 30's, seeks mature, older female for fun and passionate evenings in this cold weather. London/Herts. Tel No: 0906 515 7112 Box No: 354877

SIMON tall, well built, good looking, fun, seeks female, Kent. Tel No: 0906 515 7112 Box No: 383150

ATTRACTIVE male, 42, OHAC, likes good things in life, seeks happy, fun loving lady. Single mum welcome. Medway. Tel No: 0906 515 7112 Box No: 383136

SINGLE professional male, N/S, attractive, 5ft 7ins, medium build, vegetarian, 50, young outlook, seeks white female for relationship. Tel No: 0906 515 7112 Box No: 354781

ATTRACTIVE blond, blue eyed male, 47, HIV positive, genuine, sincere, GSOH, OHAC, seeks warm, sincere, female. Essex. Tel No: 0906 515 7112 Box No: 354749

YOUNG looking 60yr old guy, 5ft 7ins, brown hair/eyes, likes lunches out, seeks slim-medium build female for friendship only. Crawley. Tel No: 0906 515 7112 Box No: 354713

Gay Seeking

32YR old male, bi-curious, likes wine, cinema, camping, seeks male, 25-35 for loving ad maybe more. Could you be my Mr Right. Tel No: 0906 515 7112 Box No: 356183

SINGLE unassertive male, mid 40's, seeks assertive male of any age for fun and friendship. Tel No: 0906 515 7112 Box No: 356269

ATTRACTIVE non scene gay hunk, late 20's, seeks older, solvent gent, 65 plus for mutual fun times. Tel No: 0906 515 7112 Box No: 348543

KEVIN 34, 6ft 2ins, blond hair, medium build, toned, young boyish good looks likes nights out, sports, holidays, seeks similar male, any age for adventurous fun times. Tel No: 0906 515 7112 Box No: 355984

BI guy 37, seeks couple/bi guy for fun times. Canterbury. Tel No: 0906 515 7112 Box No: 383290

Adult Interest

If you're looking for Fun
Call 0906 515 7118*

Call to place a **FREE** ad: **0800 032 9100** Call to reply to a message: **0906 515 7112**

0800 032 9100

Its simple we will tell you what to do. You are 6 times more likely to receive replies if you have a photo! Simply text your solo picture along with your 6 digit mailbox number (space) 4 digit pin number under your photo, to 0779 366 6363. Or email it to: support@mediauk.co.uk with your Mailbox & pin number.

For message collection just call **0906 515 7114**

Call to reply to a message: **0906 515 7112**

0906 515 7112

Don't forget to leave your contact telephone number in your message so the advertiser can get back to you.

SEE PHOTOS

Ads with a 📷 symbol have a photo of the advertiser. Simply text PIC397(space)the advertisers mailbox number, and send to 88833*

Reply by Text

If you would rather send a text message to the advertiser and the advert has a 📷 symbol next to it you can. Simply text KOS followed by the box number of the advertiser you wish to respond to and your message and send it to 78850. EG KOS (space) 123456 (space) Hi saw your ad would like 2 know more ... then send to 78850.

Swank toughs it out as devoted sister takes on US legal system

■ BY DAMON SMITH

FEW modern actresses embody working-class pluck and ballsiness on screen as compellingly as Hilary Swank.

She collected her first Oscar in 2000 for her scintillating portrayal of murdered transgender teenager Brandon Teena in *Boys Don't Cry*.

Five years later, Swank was back at the podium for her revelatory performance as a gutsy boxer in Clint Eastwood's tear-jerker, *Million Dollar Baby*.

She famously celebrated that victory by tucking into a hamburger and fries at a fast food restaurant with her coveted golden statuette resting on the table next to the napkins and condiments.

Now, the Oscar-winning actress gets beneath the skin of another crusading real-life heroine in *Conviction*.

Inspired by the story of a sister's unwavering devotion to her jailbird brother, Tony Goldwyn's film condenses an extraordinary 18-year quest for justice into a lean 107-minute courtroom thriller that confirms one (wo)man can make a difference.

Betty Anne Waters (Swank) is a wife and mother of two in Massachusetts, who has always defended her troublemaker older brother, Kenny (Sam Rockwell).

In 1980, Kenny is questioned about the murder of diner waitress Katharina Brow, but he is released, to the chagrin of local cop Nancy Taylor (Melissa Leo).

Two years later, ex-girlfriends Roseanna Perry (Juliette Lewis) and Brenda Marsh (Clea DuVall) testify against Kenny and seal a murder conviction, resulting in a life sentence without parole.

Betty refuses to accept the verdict and puts herself through college and law school in order to prove her brother's innocence.

Her marriage implodes, and she is left to



raise their two sons, Richard (Conor Donovan) and Ben (Owen Campbell).

Aided by law school pal Abra Rice (Minnie Driver), Betty brings the case to the attention of attorney Barry Scheck (Peter Gallagher), from the Innocence Project, a non-profit organisation set up to help wrongly-convicted people overturn their sentences.

Conviction is a remarkable true story that provides Swank with a meaty central role that wrings tears and fury in equal measure.

The actress doesn't strike a false emotional note and she gels convincingly with Rockwell as the hot-headed prisoner, who seems worryingly capable of the brutal crime.

Driver is a spunky sidekick, generating some much needed flashes of comic relief amid all of the legal wrangling: "I hate the damn legal system. It's so inconvenient!"

Screenwriter Pamela Gray stacks the odds heavily against Betty and Abra, so their valiant efforts leave us cheering in the aisles when it seems they might finally have discovered a flaw in the prosecution's case.

The seriousness of Kenny's situation is brought home when one character coldly observes: "If Massachusetts had the death penalty, he'd be dead by now."

On one point at least, the law worked in his favour.



AGAINST ALL ODDS: Sam Rockwell, left, as Kenny, and above, Hilary Swank as Betty in a tale of family loyalty

CONVICTION 
Certificate 15

PICTURE: BBC



IT'S A WRAP: Explorer Bruce Parry shows us how to dress for Arctic weather



YOUR TV REVIEW ARCTIC WITH BRUCE PARRY: BBC2, 9pm, Sunday

■ BY ED HILL

THE recent spell of snowy weather demonstrated how rubbish we are at dealing with the cold in the UK, so it's nice to see people on the TV who have to live with it all the time. Bruce Parry, who made a name for himself living with indigenous peoples around the world, has chosen the Arctic Circle for his latest trip. So far he has met the Sakha horse people and Eveny reindeer herders of Siberia. As he was there during the summer months, the landscape didn't look particularly arctic. The lush green hills were filled with mosquitoes and Mr Parry's guides mostly seemed keen to neck down as many glasses of vodka as they could carry on an old army tank. Bruce demonstrated how many of the old mystical ways of the natives had been squashed during the time of the Soviet Union. The people are now

only just beginning to rediscover their spiritual past. The former Marine seems to have a unique way of bonding with the people he is studying. Despite the language barrier he managed to get one reindeer herder to open up and discuss how drink, modern Russian life and family breakdown had resulted in him returning to his roots to try to regain some self worth. The next episode saw him travelling to Greenland. This was much more familiar arctic territory, with broad landscapes of snow and ice. This time Bruce was spending time with the Inuit people, following their hunts for seal, walrus and polar bear, made a lot easier these days I imagine by powerful hunting rifles.

But like former programmes presented by Bruce, he highlights how these ancient communities are just as vulnerable as the rest of us to the attractions of the modern world with its flat screen TVs, cars and computers. It's understandable they should want as many of the comforts as the rest of us, but sadly it seems their heritage is soon forgotten. Greenland demonstrated this very clearly. As the ice melts (due to global warming), a land full of rich metallic deposits is revealed. Mining will soon be the main economy of the country and the old seal hunters will be a thing of the past. Already kids from broken Inuit families are being taken on confidence-boosting trips to teach them how to fish and reconnect with their ancestry.

MOTORS NEWS



What Car? Top Car is A1

AS BEFITS its model description, Audi's new A1 premium hatchback has landed the What Car? Magazine's prestigious Car of the Year title.

Now posing a real challenge to the BMW Mini, What Car? editor-in-chief Steve Fowler said: "The A1 is brilliantly targeted and brilliantly executed."

"More and more buyers are looking for smaller, more efficient cars, but with all the luxury trappings of much larger cars. That's exactly what Audi has given them – a super-stylish, high quality small car that's affordable and great fun, too."



Hyundai plays three door trick with coupé

IT HAS been two years since Hyundai bowed out of the coupé market.

So a new coupé glamour car was well overdue and we'll get one later this year.

It's more than striking to look at too, because the new Veloster will have a unique three-door configuration – two main side doors and one rear side door for easier access to the rear seats, plus disguised exterior handle to maintain the coupé look.

It will be offered with a twin-clutch auto/manual transmission option.



Seat refusing to jump on the VAT bandwagon

SPANISH marque Seat is blowing away New Year gloom with an extended VAT-free offer and VAT cuts, despite the UK tax rising to 20 per cent.

Various offers run until March 31 and are even available to small vehicle fleets as well as private buyers.

The VW-owned marque is pointing out too that Kent commuters into London can benefit from ultra-low emission and road tax exempt Ibiza and Leon E Ecomotive versions escaping the daily Congestion Charge for the capital – newly hiked from £8 to £10.



GREEN MACHINE: The Mitsubishi Colt Cleartec is more refined and quieter than its predecessor and offers further proof of the Japanese brand's development in the eco-friendly stakes

Mitsubishi gives green light with Colt Cleartec

ROAD TEST MITSUBISHI COLT CLEARTEC

BY STEVE LOADER

STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

or a more upright five-door mini-MPV.

The latter in 94bhp 1.3 CZ2 Cleartec form is our test car and looks great value at £10,599.

In addition to keen pricing and Auto Stop & Go savings, you also gain economy and reduced emissions from low rolling resistance tyres, a higher top gear, improved alternator and lower viscosity oil.

These add up to just 119g/km of CO2 emissions or the lowest payable road tax band (£30/year) and average mpg in the mid-50s for the Cleartec.

You don't feel compromised by the eco features either; the Cleartec accelerates faster than its conventional sister model, no doubt helped by the narrower and harder tyres, and the car handles tidily on a windy road.

Mind you, acting the fool in this eco-friendly car exposes the Colt's slightly jittery ride, but this is a rare complaint. The car is more refined and quieter than before too, after intensive sound absorption work.

The revamp has cost some versatility after replacement of the folding/removable rear seats by a conventional fixed/fold flat arrangement, but this delivers more boot space without compromising head and leg room.



**SEE MOTORSTV FOR
MORE ROAD TESTS
BY STEVE LOADER @
yourkenttv.co.uk**



Need a new car? Then visit www.carsforkent.co.uk

The **VAUXHALL****COUNTDOWN 20% OFF**
A new Vauxhall**Hurry. Offer ends 31st January 2011****Pomphreys**
0800 146 039London Road
Bapchild
Sittingbourne
ME9 9AQwww.pomphreys.co.uk**VAUXHALL****Official Government Test Environmental Data. Fuel consumption figures mpg (litres/100km) and CO₂ emissions (g/km). Vauxhall range: Urban: 16.5 (17.1) – 61.4 (4.6), Extra-urban: 32.8 (8.6) – 88.3 (3.2), Combined: 24.2 (11.7) – 76.3 (3.7). CO₂ emissions: 274 – 98g/km.**

20% saving applies to list price only and excludes options, delivery and other charges. Offer applies to selected retailer stocks at participating retailers only for vehicles registered between 27.12.10 and 31.01.11. Offer cannot be combined with any other offer, except GM Card. Vauxhall Lifetime Warranty covers lifetime ownership of first registered keeper, 100,000 mile limit. Offer available to all Vauxhall passenger cars (this offer does not apply to car derived vans). Terms and conditions apply. (Vaux106309)

www.pomphreys.co.uk *A click away from a great deal extra***JANUARY**
Sale
COUNTDOWN**UP TO**
20% OFF
a huge selection
of Vauxhall models**Countdown ends 31st January. Don't miss out.**
Very Competitive Finance Packages available.You'll always find **something extra** at Pomphreys**Top part exchange values** offered for all
Vauxhall cars under 6 years/60,000 miles**Vauxhall Partners and Motability specialists.****THORNEY MOTORSPORT** performance centre**16% APR**
typical available
on selected cars**Pomphreys** 01795 476222
London Road, Bapchild, Sittingbourne, Kent ME9 9AQwww.pomphreys.co.uk

Motability

VAUXHALL**We're with you all the way!****59 PLATE**
HUGE CHOICE
from only **£7195**
Save up to **£3000**09 59 Astra
Twin Top 1.8 2dr
now only **£11995**

	AGILA SELECTION	was	now
09 09	AGILA 1.3 DESIGN CDTi 5DR, Atlantis Blue, 9,350 miles	£8995	£8695
	CORSA SELECTION	was	now
07 57	CORSA 1.6 VXR 3DR, Star Silver, 9,635 miles	£6795	£6,500
07 57	CORSA 1.6 VXR 3DR, Arden Blue, 23,500 miles	£9995	£9,635
08 08	CORSA 1.2 BREEZE PLUS 3DR, Silver Lightning, 16,300 miles	£7495	£6,995
08 08	CORSA 1.3 CDTi BREEZE 3DR, Flame Red, 41,275 miles	£7295	£6,995
08 08	CORSA 1.3 CDTi BREEZE+ 3DR, Flame Red, 16,355 miles	£7495	£7,150
08 58	CORSA 1.3 CDTi SXi A/CSDR, Silver Lightning, 16,300 miles	£7495	£7,275
09 59	CORSA 1.0 ACTIVE 3DR, Flame Red, 4,000 miles	£7995	£7,795
09 59	CORSA 1.2 ENERGY 3DR, Star Silver, 7,180 miles	£8995	£7,995
10 59	CORSA 1.3 CDTi ACTIVE 3DR, Star Silver, 7,750 miles	£9495	£9,250
10 10	CORSA 1.2 ENERGY 3DR, Silver Lightning, 2,045 miles	£8995	£8,850
10 10	CORSA 1.3 CDTi ENERGY 3DR, Glacier White, 2,800 miles	£10995	£10,395
10 10	CORSA 1.2 ENERGY 5DR, Metro Blue, 2,925 miles	£9995	£9,495
10 10	CORSA 1.4 SE 5DR, Beach Green, 4,740 miles	£10995	£10,495

**10 PLATE**
HUGE CHOICE
from only **£8095**
Save up to **£3600**09 59 Zafira 1.9
CDTi Design
now only **£13995**

	ASTRA SELECTION	was	now
06 06	ASTRA 1.6 ACTIVE EST 5DR, Silver Lightning, 18,950 miles	£5995	£5,700
06 06	ASTRA 1.6 ACTIVE 5DR, Ultra Blue, 37,000 miles	£5995	£5,495
06 56	ASTRA 1.6 SXi 5DR, Metro Blue, 25,000 miles	£6795	£6,495
08 08	ASTRA 1.4 BREEZE 5DR, Ultra Blue, 34,850 miles	£6995	£6,695
08 08	ASTRA 1.8 SXi X PACK 5DR, Silver Lightning, 15,870 miles	£8495	£7,995
08 09	ASTRA 1.8 SXi SPORTS HATCH 3DR, Red, 16,800 miles	£8995	£8,895
09 59	ASTRA 1.8 SPORTS TWIN TOP 2DR, Air Blue, 3,320 miles	£14995	£11,995
09 59	ASTRA 1.4 ACTIVE SPORTS HATCH 3DR, Sovereign Silver, 8,040 miles	£9995	£9,600
10 59	ASTRA 2.0 VXR 3DR, Arden Blue, 5,660 miles	£16995	£16,995
10 10	ASTRA 1.8 SXi X PACK 3DR, Black Sapphire, 3,490 miles	£13995	£11,995
10 10	ASTRA 2.0 SXi 5DR, Black Sapphire, 3,330 miles	£18995	£17,995
10 10	NEW ASTRA 1.7 CDTi SXi 5DR, Power Red, 4,880 miles	£15995	£14,995
10 10	ASTRA 1.6 EXCLUSIVE AUTO 5DR, Silver Lake, 11,000 miles	£14995	£12,995
10 10	NEW ASTRA 1.4 EXCLUSIVE 5DR, Iceberg Blue, 3,000 miles	£12995	£11,495

**CELEBRITY**
SPECIAL EDITION
from only **£9495**
Save up to **£3020**
against cost new10 60 Corsa
Celebrity 1.2 3dr **£9495**

	ASTRA SELECTION	was	now
10 10	NEW ASTRA 1.6 EXCLUSIVE 5DR, Black Sapphire, 2,210 miles	£13995	£11,975
10 10	ASTRA 1.6 EXCLUSIVE 5DR, Sovereign Silver, DEL miles	£14995	£13,495
	MERIVA SELECTION	was	now
06 06	MERIVA 1.4 DESIGN 5DR, Silver Lightning, 43,700 miles	£5575	£5,395
07 57	MERIVA 1.4 ENERGY 5DR, Star Silver, 31,700 miles	£6495	£6,250
08 58	MERIVA 1.8 DESIGN X PACK 5DR, Air Blue, 7,600 miles	£8795	£8,495
	ZAFIRA SELECTION	was	now
09 59	ZAFIRA 1.8 ACTIVE PLUS 5DR, Ultra Blue, 5,670 miles	£13495	£11,995
09 59	ZAFIRA 1.9 CDTi DESIGN 5DR, Pancotta, 5,675 miles	£17495	£13,995
09 59	ZAFIRA 1.8 ENERGY 5DR, Sovereign Silver, 13,700 miles	£13995	£12,995
10 10	ZAFIRA 1.8 ENERGY 5DR, Black Sapphire, 4,325 miles	£13995	£12,995
	INSIGNIA SELECTION	was	now
09 09	INSIGNIA 1.8 EXCLUSIVE PLUS PACK 5DR, Sovereign Silver, 11,400 miles	£11495	£10,995
10 10	INSIGNIA 2.0 CDTi EXCLUSIVE 5DR, Star Silver, 6,395 miles	£15495	£14,995
	VECTRA SELECTION	was	now
08 58	VECTRA 2.2 DESIGN 5DR, Ultra Blue, 20,345 miles	£7995	£7,600

Cars shown for illustration purposes only. Finance subject to status. Vauxhall Lifetime Warranty covers lifetime ownership of first car owner, 100,000 mile limit, annual check required. The warranty excludes wear & tear and serviceable items and the vehicle must be serviced in accordance with the manufacturer's servicing schedule to continue the lifetime warranty. Terms and conditions apply. Offer available to all Vauxhall passenger cars (this offer does not apply to car derived vans) from 1st August 2010. For more information contact your local Vauxhall Retailer or visit www.vauxhall.co.uk/warranty

P O M P H R E Y S A L W A Y S S O M E T H I N G E X T R A



Ex-Demonstrator SALE NOW ON



Ibiza

1.4 Sport 3-Door Hatchback 2010

from £9,295
on the road



Altea

1.9 TDI S 5-Door Hatchback 2010

from £12,995
on the road



Leon

1.9 TDI S 90PS 5-Door Hatchback 2010

from £11,795
on the road



Exeo

ST 2.0 TDI SE CRDI 5-Door Estate 2010

from £16,995
on the road



Auto emotion

For illustration purposes only

PRE-LOVED SEATS FROM AS LITTLE AS....

SEAT

SEAT Exeo ST 2.0 TDI SE Tech 5-door Estate in Black Magic. 3,500 miles. Was: £23,160 **Now: £18,995** Save £4,165!

SEAT Exeo ST 2.0 TDI SE CRDI 5-door Estate in Silver. 4,500 miles. Was: £22,265 **Now: £16,995** Save £5,270!

SEAT Leon 1.6 TDi CR Emocion 5-door Hatchback in Luna Grey. 1,500 miles. Was: £18,020 **Now: £14,895** Save £3,125!

SEAT Altea 1.6 SE TDi CR Ecomotive 5-door MPV in Planeta Blue. 9,500 miles. Was: £18,980 **Now: £13,695** Save £5,285!

SEAT Altea 1.9 TDi S 5-door Hatchback in Track Grey. 3,000 miles. Was: £16,190 **Now: £12,995** Save £3,195!

SEAT Leon 1.9 TDi S 90 5-door Hatchback in Luna Grey. 2,500 miles. Was: £15,590 **Now: £12,795** Save £2,795!

SEAT Leon 1.9 TDi S 5-door Hatchback in Nayara Blue. 4,500 miles. Was: £15,590 **Now: £12,295** Save £3,295!

SEAT Ibiza 1.6 TDi CR Sport 5-door Hatchback in Luna Grey. 5,500 miles. Was: £15,000 **Now: £11,995** Save £3,005!

SEAT Leon 1.9 TDi S 90PS 5-door Hatchback in Luna Grey. 5,000 miles. Was: £15,590 **Now: £11,795** Save £3,795!

SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Black Magic. 2,000 miles. Was: £13,495 **Now: £10,995** Save £2,500!

SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Luna Grey. 3,000 miles. Was: £13,495 **Now: £10,995** Save £2,500!

SEAT Ibiza 1.4 Good Stuff 5-door Hatchback in Emocion Red. 3,500 miles. Was: £13,095 **Now: £10,695** Save £2,400!

SEAT Leon 2.0 FR TSi 200PS 5-door Hatchback in Black Magic Metallic. 34,500 miles. Was: £10,995 **Now: £10,495** Save £500!

SEAT Ibiza 1.4 SE 5-door Hatchback in Luna Grey. 2,000 miles. Was: £12,650 **Now: £10,395** Save £2,255!

SEAT Ibiza 1.4 SE 5-door Hatchback in Black Magic. 3,000 miles. Was: £12,650 **Now: £9,995** Save £2,655!

SEAT Leon 1.9 TDi Stylance 5-door Hatchback in Zenith Grey Metallic. 29,000 miles. Was: £9,995 **Now: £9,495** Save £500!

SEAT Ibiza 1.4 Sport 3-door Hatchback in Emocion Red. 4,000 miles. Was: £12,570 **Now: £9,295** Save £3,275!

SEAT Leon 1.6 Emocion 5-door Hatchback in Emocion Red. 10,000 miles. Was: £9,795 **Now: £9,295** Save £500!

SEAT Leon 1.6 Emocion 5-door Hatchback in Crono Yellow. 21,000 miles. Was: £9,495 **Now: £9,195** Save £300!

SEAT Leon 1.9 TDi Stylance 5-door Hatchback in Black Magic Metallic. 37,500 miles. Was: £9,295 **Now: £8,995** Save £300!

SEAT Ibiza 1.4 16V SE 85PS 5-door Hatchback in Luna Grey. 17,500 miles. Was: £8,295 **Now: £7,995** Save £300!

SEAT Ibiza 1.4 SE 5-door Hatchback in Black. 19,000 miles. Was: £7,995 **Now: £7,795** Save £200!

SEAT Ibiza 1.4 Sportrider 3-door Hatchback in Zenith Grey. 17,000 miles. Was: £6,895 **Now: £6,695** Save £200!

SEAT Toledo 1.9 TDi S 110 BHP 4-door Saloon in Lava Grey Metallic. 75,000 miles. Was: £3,695 **Now: £3,495** Save £200!

Other makes

BMW Z4 3.0i SE 2-door Roadster/Convertible Tiptronic in Maldives Blue. 13,500 miles. Was: £16,750 **Now: £16,495** Save £255!

Saab 95 Vector Sport TiD 4-door Saloon Automatic in Steel Grey. 22,000 miles. Was: £9,995 **Now: £9,795** Save £200!

Vauxhall Vectra 1.9 CTDi Exclusive 5-door Hatchback Automatic/Tiptronic in Silver. 31,000 miles. Was: £8,295 **Now: £7,795** Save £500!

Skoda Octavia 1.6 FSi Classic 5-door Hatchback in Gold Metallic. 23,600 miles. Was: £7,995 **Now: £7,295** Save £700!

Renault Clio 1.4 Dynamique 5-door Hatchback in Mercury Metallic. 24,500 miles. Was: £7,295 **Now: £6,995** Save £300!

Skoda Roomster 2 1.4 5-door Hatchback in Deep Sea Blue. 23,000 miles. Was: £7,695 **Now: £6,995** Save £700!

Renault Twingo 1.2 GT 3-door Hatchback in Black. 12,000 miles. Was: £6,995 **Now: £6,395** Save £600!

Renault Modus 1.4 16V Dynamique 5-door Hatchback in Antique Green. 10,800 miles. Was: £6,995 **Now: £6,295** Save £700!

Vauxhall Agila 1.2 Design 5-door MPV in Star Silver. 9,800 miles. Was: £6,495 **Now: £5,995** Save £500!

Ford Fusion 1.4 Style Climate 5-door Hatchback Automatic in Tonic Blue. 17,500 miles. Was: £5,995 **Now: £5,795** Save £200!

Renault Scenic 1.6 Dynamique 5-door Hatchback Automatic in Pearl Black. 35,800 miles. Was: £5,995 **Now: £5,795** Save £200!

Ford Ka 1.3 Zetec Climate 3-door Hatchback in Ocean Blue. 26,500 miles. Was: £5,495 **Now: £5,295** Save £200!

Proton Gen-2 1.6 GL5 5-door Hatchback in Passion Blue. 28,000 miles. Was: £4,695 **Now: £4,295** Save £400!

Chevrolet Lacetti SX 1.6 5-door Estate in Mint Green Metallic. 34,500 miles. Was: £3,995 **Now: £3,795** Save £200!

Why choose Hollis Motors? Because....

5All our staff are
factory trained

We've been serving
Dover for over 50 years

We price match so
you won't find it cheaper

Courtesy cars always
available to Hollis
customers, you come first.

HOLLIS MOTORS 1 CRABBLE HILL, BUCKLAND, DOVER. TEL: 01304 206710
E-mail: info@hollismotors.co.uk Web: www.hollismotors.co.uk



Adamsons of Deal and Dover.



BEAT THE TAX MAN

Pay no VAT on selected models.

If you order your car before April 2011, we'll pay the VAT*, even at 20%.

Winner of three 'Best Manufacturer' awards in 2010



Used Cars

10 Plate. Skoda Octavia 2.0 TDI PD vRS 5-Dr Hatchback

Finished in Black Metallic with a Black Velour - Leather interior, 8,100 miles. £16,995

07 Plate. Skoda Octavia 2.0 TDI PD vRS 5-Dr Estate

Finished in Black Magic Metallic with a Grey Velour - Leather interior, 57,500 miles. £9,995

05 Plate. Skoda Octavia 2.0 TDI PD Ambiente 5-Dr Hatchback

Finished in Satin Grey Metallic with a Black Cloth interior, 47,800 miles. £6,995

09 Plate. Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Estate

Finished in Grey Metallic with a Black Cloth interior, 10,700 miles. £8,995

08 Plate. Skoda Fabia 2 1.6 16V (105 BHP) 5-Dr Estate

Finished in Brilliant Silver Metallic with a Black Cloth interior, 27,250 miles. £8,795

10 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Grey Cloth interior, 9,500 miles. £6,995

58 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,495

57 Plate. Skoda Fabia 1.2 HTP Classic 5-Dr Estate

Finished in Graphite Grey Metallic with a Black Cloth interior, 39,500 miles. £5,995

53 Plate. Skoda Fabia 1.2 Comfort 5-Dr Hatchback

Finished in Red Metallic with a Black Cloth interior, 49,488 miles. £3,495

Other Makes

59 Plate. SEAT Leon 1.9 TDi S Emocion 5-Door Hatchback

Finished in Red Metallic with a Black Cloth interior, 11,300 miles. £11,995

58 Plate. Fiat 500 1.3 MultiJet Sport 3-Door Hatchback

Finished in Pasodoble Red with a Grey Velour - Leather interior, 27,100 miles. £9,795

51 Plate. BMW 3 Series 2.5 325Ci 2-Dr Convertible

Finished in Titanium Silver Metallic with a Grey Leather interior, 44,300 miles. £8,995

55 Plate. Peugeot 407 SW 2.0 HDi 136 SE (Luxury)

Finished in Silver Metallic with a Black Leather interior, 44,500 miles. £7,995

06 Plate. Toyota Yaris 1.3 VVT-i T3 5-Dr

Finished in Eclipse Black Metallic with a Black Cloth interior, 32,500 miles. £5,995

08 Plate. Mitsubishi Lancer 1.6 Equippe 4-Door Saloon

Finished in Gunmetal Grey Metallic with a Black Cloth interior, 21,800 miles. £5,995

56 Plate. Honda Jazz 1.4i-DSI SE 5-Door Hatchback

Finished in Ice Blue Metallic with a Black Cloth interior, 21,135 miles. £5,795

06 Plate. Fiat Punto 1.2 Active 5-Door Hatchback

Finished in Astral Blue Metallic with a Black Cloth interior, 41,430 miles. £3,995

06 Plate. Ford Ka 1.3 3-Door Hatchback

Finished in Colorado Red with a Black Cloth interior, 56,500 miles. £3,995

Taxi plan available – from the manufacturer of happy drivers



*Correct at time of going to press.

**Servicing
from only
£99**

**Tyres
from only
£29**

**Cambelts
from only
£299**

**Exhausts
and
Batteries**

**We work on
ALL Makes
and Models**



Adamsons of Deal and Dover

137a Dover Road, Walmer, Deal, Kent

A family run business serving the area since 1975

Tel: 01304 381 300

www.adamsons-skoda.co.uk

*VAT reduction equivalent to 20.0% VAT applied to the RRP including factory fitted optional extras on all Fabia, Roomster, petrol Octavia and petrol Superb new car retail orders taken before 31 March 2011. VAT is still applicable and will be shown on the customer invoice. Offers may be varied or withdrawn at anytime. Prices and specifications are accurate at time of print. Model shown varies from UK specification. Official fuel consumption in mpg (litres/100km) for the Skoda range: Urban 19.6 (14.4) – 68.9 (4.1), Extra Urban 36.2 (7.8) – 94.2 (3.0), Combined 27.7 (10.2) – 83.1 (3.4). CO2 emissions for the Skoda range 237 – 89g/km.

BRAVO, 1.9 MULTIJET 150 DYNAMIC
2007, abs brakes air conditioning
alloy wheels bluetooth car kit cd
player diesel electric windows
immobiliser metallic paint power
steering tonneau cover remote centr:
locking remote audio controls body
coloured bumpers height adj drivers
seat, blue, 39131 miles, £7000,
Ramsgate, 0844 856 4496 (TRADE)



Any make

Service & MOT

FROM

£99

Or try our

Winter Service

JUST

£35



BREAKDOWN COVER AVAILABLE

TYRES

BUY 3 TYRES & GET 1 FREE

25% Off

BRAKE PADS

FITTED FROM

£45

DENT REMOVAL & WINDSCREEN REPAIRS

FROM

£25



PALM BAY

Driven by Value!

412 Northdown Rd, Cliftonville, Margate CT9 3PG

CALL NOW 0800 294 8995

www.palmbay.co.uk

Offers are for a limited time only. Terms and conditions apply. Please visit our website for further information.



PROPERTY NEWS

Winter brings call to go online to cut bills

HOMEOWNERS using online energy plans are paying £140 a year less on average for heating and hot water and £229 less on total bills than customers on standard tariffs, according to new research by uSwitch.com

The news comes as UK families face higher energy prices and one of the coldest winters in a century, with each cold snap adding about £7 a week on to fuel bills.

However, while the typical household now faces an annual energy bill of £1,239 a year – up 3.8 per cent from September 2010 – online customers are typically paying £229 a year less for their total energy bills.

Tom Lyon, energy expert at uSwitch.com, said: “When winter fuel bills start to hit doormats consumers could be in for a nasty shock. They will be facing the combined impact of winter price rises along with a potential £7 a week additional cost caused by severe cold weather.

“The concern is that many will react by cutting down on heating and hot water, whereas they could cut the cost of these essentials by £140 a year by moving online.”

Mr Lyon added that online energy plans are “consistently the most competitive” on the market.

Owners 'improving homes for the future'

DIY HOME improvements among Britain's property owners are fast approaching an all-time high, one expert has said.

Anna-Marie DeSouza, editor of Build It Magazine, said new DIY books, TV shows and celebrities had helped make renovations and interior design more fashionable and accessible.

“Now more than ever before, people are enjoying spending their time and money improving their home,” she said.

Meanwhile, a recent HSBC survey revealed that Brits are now more likely to ‘make do and mend’ than they were 12 months ago.

According to the research, 50 per cent of homeowners would seek a repair estimate on a broken household appliance, rather than splashing out on a replacement.

Ms DeSouza added that UK households are currently “investing in their homes” in an effort to “future-proof” their property for years to come.



Buyers' confidence low as uncertainty continues

■ BY NICK AMES

A SURVEY of 5,287 homeowners by online property website Zoopla.co.uk has revealed housing market confidence is at a two-year low.

Despite this, more than half – 54 per cent – of those questioned said they expect house prices to rise over the first six months of 2011.

But this is down from the 81 per cent reported this time last year.

The website's housing market sentiment survey found that the number of homeowners who expect property prices to fall over the six-month period is currently at one in three, up from one in four last quarter.

Meanwhile, those surveyed expect house prices to grow by 1.9 per cent over the six-month period, down from an expected three per cent rise three months ago.

Many experts have predicted that the housing market will remain subdued in 2011, due to uncertainty surrounding the economy and the ongoing mortgage rationing by lenders.

The recent weather has also been bad news for the market.

December's heavy snowfall had a negative impact on many companies and housebuilder Persimmon was no exception.

The housebuilder, which is the UK's second largest by market value, said sales activity fell by 50 per cent in December, but said it had seen an encouraging start to the year.

The company reported a considerable increase in underlying profits for 2010, after turnover rose by 10 per cent to £1.57 billion.

Furthermore, completions were up to 9,384 in 2010 – compared with 8,976 the previous year.

Commenting, the company said: “It is too early in the New Year to assess the likely outcome of the forthcoming spring sales season.

“However, we believe that prospective purchasers who may have postponed visits to our



developments due to the harsh weather conditions prior to the year-end, will return during the coming weeks.”

In related news, the Halifax revealed UK house prices fell by 1.3 per cent last month compared with November.

The latest house price fall takes the average cost of a UK home to £162,435, the Halifax said.

According to the lender, which is part of the Lloyds Banking Group, house prices are now 1.6 per cent lower than a year ago.

Parents can borrow to help kids move out

HOUSEBUILDER Barratt is aiming to help kick-start the housing market by launching a scheme that allows parents to borrow money to get their children on to the property ladder.

The initiative with Hitachi Capital (UK) PLC is designed to tackle the problems faced by young people who cannot secure mortgages without massive deposits.

The company announced the planned scheme in a trading update that showed its

average selling prices jumped by about six per cent to around £176,000 from July to December last year.

It completed 4,832 sales, down from 5,053 in the same period a year earlier, with almost three in 10 sales using shared equity schemes such as the Government's HomeBuy Direct initiative.

Barratt expects sales to be about £875m for the six months, slightly up on last year's

£872.4m, but its operating margin has doubled to five per cent.

Chief executive Mark Clare said: “The group has delivered a significant improvement in both average selling prices and operating margin, even though sales volumes have been affected by difficult trading conditions.

“We are on course to make further progress as we open new higher margin sites and continue to be value and quality-focused.”

IF YOU ARE THINKING OF MOVING, TAKE A LOOK AT HOMES AND DEVELOPMENTS ACROSS THE COUNTY @ yourkenttv.co.uk



New Year, New Home, New You!

Orbit Homes has a range of affordable homes in Kent including:

**Boleyn Court,
Wood Street,
Brompton
ME7 5AT**

1 and 2 bedroom apartments available for sale on a New Build HomeBuy basis from £31,500 for a 30% share.

**Héronsbrook,
Monkton Road,
Minster
CT12 4BG**

2 bedroom apartments and 3 bedroom houses available for sale on a New Build HomeBuy basis from £36,000 for a 30% share.

**Holmewood Gardens,
Rusthall,
Tunbridge Wells
TN4 8RP**

2 bedroom houses available for sale on a New Build HomeBuy basis from £81,375 for a 35% share.

**Sutton Woods,
off Sutton Road,
Maidstone ME15 9DT**

1 and 2 bedroom apartments available for sale on a New Build HomeBuy basis from £30,000 for a 25% share and from £476 per month on Intermediate Rent. 2 and 3 bedroom houses available for sale on a New Build HomeBuy basis from £72,000 for a 40% share.



To arrange a viewing call our Sales Team on **01622 633241** or email homes@orbit.org.uk

Further details can be found on our website www.orbithomes.org.uk



building brighter futures...
for people and communities

Terms and conditions apply – ask for details. Orbit Homes (2020) Limited is a member of the Orbit Group Limited which is an exempt charity registered under the Industrial and Provident Societies Act 1965.

**New Showhome
now open!**



**COME AND GET
A GREAT
PART EXCHANGE
VALUATION NOW!**
The key to an easier move

if

only I could find
a cash buyer for
my home.
You can now.



**4 easy steps to reduce
the cost of moving***

1. £500 towards your survey fee
2. £500 towards your solicitors fee
3. £1000 discount on bespoke extras when you spend over £3000
4. Free removals

Barcham Green, Loose, Maidstone ME15 9FX

An exclusive development of 3, 4 and 5 bedroom homes from **£260,000**

CALL: 01622 749573. www.bellway.co.uk

VISIT: Open daily, weekdays 10am - 5pm, weekends 11am - 5pm.
Late night every Thursday until 7pm.

Bellway

TO ADVERTISE: **EMAIL US @:** appointments@kosmedia.co.uk

TELEPHONE US ON: 01303 817040

FAX US ON: 01303 817004

- ACCOUNTANCY
- ADMINISTRATION, SECRETARIAL, PA
- AGRICULTURE, FORESTRY, ENVIRONMENT
- ART AND DESIGN
- CATERING, HOSPITALITY
- CONSTRUCTION, ARCHITECTURE, SURVEYORS
- CUSTOMER SERVICE, CALL CENTRE
- DOMESTIC
- EDUCATION, TEACHER, SCHOOL
- ENGINEERING, MANUFACTURING, UTILITIES
- ESTATE AGENCY, PROPERTY

- GRADUATE, TRAINEES
- HEALTH AND SAFETY, SECURITY, DEFENCE
- HR, RECRUITMENT
- INDUSTRIAL, WAREHOUSE, FACTORY
- IT, INTERNET, TELECOMS
- INSURANCE, BANKING, FINANCE
- LEGAL
- LEISURE, TOURISM, TRAVEL
- MANAGEMENT CONSULTANCY
- MANAGEMENT, SENIOR POSITIONS
- MARKETING, ADVERTISING

- MOTOR TRADE, DRIVER
- NOT FOR PROFIT, CHARITIES
- NURSING, MEDICINE, CARE WORK
- OTHER
- PRINT, PACKAGING, DISTRIBUTION
- PR, MEDIA, JOURNALISM
- PUBLIC SECTOR, SOCIAL SERVICES
- RETAIL, WHOLESALE, SALES
- SCIENTIFIC AND PHARMACEUTICAL, RESEARCH
- TRANSPORT, LOGISTICS, AVIATION

Senior & General Appointments 29-31

Flexi Day Care Assistants Required For Residential Care Home in Folkestone

We are looking to recruit staff with relevant experience and a minimum of NVQ level 2. Experience caring for the elderly is essential.

Please call Miss Julia Carter (Home Manager) on 01303 254019 for further details or email CV to cumbriahouse@ashwoodhealthcare.co.uk

Subject to satisfactory CRB Check

Experienced Timber Sales/Sales Person Required

40 hours + a week • Wage negotiable
Must have own transport due to location

Please send your CV to: glenn@orlestoneoak.co.uk
For more information, please view our website:
www.orlestoneoak.co.uk

Assistant Manager Required For Residential Care Home in Folkestone

We are looking to recruit an enthusiastic and committed person.
Must have minimum NVQ Level 3 qualification, and experience in caring for the elderly is essential.

Please call Miss Julia Carter (Home Manager) on 01303 254019 for further details or email CV to cumbriahouse@ashwoodhealthcare.co.uk

Subject to satisfactory CRB Check



Box Office Supervisor (£17,000 - £18,500)

Theatre Royal Margate is seeking an organised and motivated candidate with excellent sales and database skills and a passion for the arts. You will ensure the efficient running of the Box Office, working with the Theatre Royal Margate team to increase and diversify the footfall into the theatre and its activities. This is a full-time position, for a fixed term of eighteen months, reporting to the General Manager in a small and busy organisation.

For an application pack please call 01843 282956, see our website www.theatreroyalmargate.com or email: admin@theatreroyalmargate.com

Deadline for applications – Fri 4th Feb, 12pm
Interviews – w/b 7th Feb 2011

Margate Theatre Royal Trust is a registered charity (279015) and aims to be an equal opportunities employer.



The Spencer Wing is the independently owned and managed 22 bed private hospital situated on the QEOM Hospital site. We also have a 4 bed unit at the William Harvey Hospital in Ashford. The continuing growth of our business has resulted in vacancies for the following staff:

Staff Nurse (Margate)

Full and part-time positions available
Closing date for applications - Monday 31st January 2011

Qualifications
Registered Nurse 1st Level
Evidence of continual professional development
ENB 998 Teaching and Assessing Course or equivalent (desirable)

To discuss these opportunities or to arrange an informal visit, please contact
Liz Justice – 01843 234555 Ext: 62207

For job description and application form please contact:

**Jo Edwards, East Kent Medical Services Ltd, The Spencer Wing
QEOM Hospital, Ramsgate Road, Margate, Kent CT9 4BG
Telephone: 01843 234556 Fax: 01843 296333
E-mail: jo.edwards@thespencerwing.com**

The Spencer Wing is an equal opportunity employer

These positions are subject to a Criminal Records Bureau Disclosure check



COMMERCIAL MANAGER

An experienced Commercial Manager is required to head up our team of estimators working as a specialist subcontractor in the social housing refurbishment sector.

With contract values up to £6.5 million pa, candidates must be able to demonstrate expertise, flair and innovation in the preparation of Tenders, PQQ's and managing and assisting in Partnering Submissions for RSL's and Local Authorities as well as liaising closely with the commercial sales team and assisting with job cost feedback.

Based at the company's Head Office in Ramsgate, Kent, there will be a requirement for visits to sites and meetings with clients. Offered is a salary appropriate to your experience, together with contributory pension scheme.

Please apply in writing to Mr Ron Twyman
Planning Manager, 140 Newington Road,
Ramsgate, Kent, CT12 6PP or
e-mail ron@piperwindows.co.uk



To advertise
in this section



**01303
817040**

RIVERLEA HOUSE
require
Night Senior
NVQ2 preferred
Please contact
Mandie Johnstone on
01304 823935

**TEACHERS!
& NURSERY NURSES
GET A FLYING START
WITH OUR EXCELLENT
PAY RATES**

CALL US! 01634 817575
and learn more about our unique
loyalty scheme.

office@education-sense.com
www.education-sense.com



RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

SENIOR HR OFFICER

An exciting and challenging new position is available for the post of Senior HR Officer.

This person is required to lead the HR team in developing and delivering a comprehensive, high quality HR service for the college, which employs around 400 staff.

Providing employment advice and guidance you will lead on policies and procedures ensuring that best HR practice is in place.

Salary: **£34,817**

Closing date: **20th January 2011**

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Promoting Equality Preventing Discrimination





RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

LECTURER IN FUNCTIONAL SKILLS

A Lecturer in Functional Skills is required to teach English and Maths college wide and within discrete groups.

Salary Scale: £9,648 - £11,431
for 18.5 hours per week, 38 weeks per year

Closing date: 26 January 2011

Interview date: 9 February 2011

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'.

Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Promoting Equality Preventing Discrimination



Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone are seeking to appoint an outstanding individual in the following area:

Lecturer in Beauty Therapy

Ref: M0210

Maternity Cover

Salary: £25,181 - £28,963 (dependent on qualifications and experience)

Medway

The College is currently looking to recruit a dynamic and enthusiastic Lecturer in the Beauty Department to deliver high quality training and assessment procedures to full and part time learners. The applicants must have a relevant vocational/academic qualification and have or be willing to work towards a teaching qualification. Recent industry experience would be advantageous.

CLOSING DATE: 12pm noon on Friday 21 January 2011

MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website www.rbli.co.uk for information, advice and guidance.

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

Application forms and further details are available from www.midkent.ac.uk. Alternatively, please e-mail job.applications@midkent.ac.uk. For individuals without access to e-mail or the internet please call the HR department on 01634 383102 (24 hour answer machine). In all communication with the College please quote the appropriate job title and reference number.

MidKent College is an equal opportunities employer



The future of local media

Be a part of an exciting and growing team developing our portfolio across Kent

Media Sales Executives Field Based x2

Full Time permanent Medway North Kent
Full Time permanent West Kent

KOS Media look for highly motivated people to create and sell multi-media solutions in our market leading portfolio including newspapers, magazines and digital sales.

We believe and pride ourselves in good customer service, professional marketing solutions and excellent business relationships. We provide innovative ideas that will in return give our clients real value and response.

Looking after and growing an existing customer base along with finding new business will form the basis of the job role. You will need to be a self motivated individual with sales experience, good communicator, tenacious and hard working to succeed in this environment.

Telephone Sales Executives (Maternity Cover)

Fixed term 12 months

If you are highly driven, confident, a self motivated team player with good communication skills, who is able to work under pressure to deadlines and targets, in our fast paced and fun telesales department, then apply.

You will be office based and working with an existing client base of advertisers where customer service is paramount, but you must also be able to search out new business to develop and grow your territory revenues and opportunities.

We believe and pride ourselves in good customer service, professional marketing solutions and excellent business relationships. We provide innovative ideas that will in return give our clients real value and response. Media experience is not essential as full training will be given.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply in writing with your CV and covering letter in the first instance to:

Ynez Coton, Commercial Director,
ARCHANT KOS MEDIA
Apple Barn, Hythe Rd, Smeeth, Ashford Kent. TN25 6SS
Or email ynez.coton@kosmedia.co.uk

Media Sales Executives (Business to Business)

We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines.

We're not looking for people to just take orders; we're looking for people who can provide first class solutions for our customers.

We believe good customer service is at the heart of our success and we want to recruit people who can develop excellent business relationships and present effective and innovative ideas that will provide real value and response for our customers.

Telephone Sales Executives x2

You will play the key role in selling advertising across our market leading portfolio of newspapers, websites and mobile products.

Candidates may possess a track record in telephone sales, combining excellent communication skills, tenacity and the ability to build relationships.

Ultimately, we need an articulate and assured sales person with a structured and positive manner.

Your might also be looking to enter media as a career within sale and this would be an excellent starting point.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply with your CV and covering letter in the first instance to:

Christine Davidson, Commercial Director
ARCHANT KOS MEDIA,
Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SS
Or by email christine.davidson@kosmedia.co.uk

ARCHANT KOS MEDIA

The perfect
job is just a
click away



Register your details and we'll email you daily with new jobs that match your selected criteria

JobsforKent.co.uk

The smart way to find a job in the County

POWERED BY KOS MEDIA

Receive a helping hand searching for a new job

100s of Kent jobs updated daily
online from Kent's leading companies,
from all sectors of industry



Register your details and we'll
email you daily with new jobs
that match your search criteria



Jobs by email

Be the first to receive the latest top Kent jobs. Register your details and we'll email you daily with new jobs that match your search criteria.



Company profiles

Read about Kent's leading companies, view their current job vacancies and contact them with your details.



CV Checker and builder

Use our tools and create a first class CV. See how good your CV is and take advantage of a free CV review.



View the latest vacancies with new Jobs posted daily, read full job descriptions and apply online.

Take advantage of our online services and receive Jobs by Email, get professional advice, build your bespoke CV and read Company Profiles from the county's leading recruiter's.

JobsforKent.co.uk

Here to help you find your next job





yourlocal professionals

Advertise your business on yourkenttv.co.uk – the Kent local search directory find out more about us and our products and services online

TO ADVERTISE



Email us at classified@kosmedia.co.uk



Telephone us on 01303 817000



Fax us on 01303 817001

ADVERTISING



Your next customer could be reading about your business **NOW!**

Advertise today
Call Kirsty on 01303 817110

ELECTRICIANS

SOUTHGATE

ELECTRICAL SERVICES

Rewires, alterations, aerals, alarms.
FREE quotations. 'Fully qualified'

For enquiries call
01227 712790
07889 895394

DOMESTIC INSTALLER APPROVED CONTRACTOR

GLAZING SERVICES

WE SURPASS YOUR NEEDS FOR GLASS

GLASS FOR ALL USES

- Pictures
- Windows
- Doors
- Balustrading
- Mirrors
- Roofs
- Floors
- Kitchen Splash Backs (coloured)
- Table Tops
- Double Glazed units
- Secondary Double Glazing
- Leaded Lights traditional and modern overlay to your design
- Window Filming

Glass for ALL uses from a long established family business

cliftonville glass & GLAZING LIMITED

Tel: (01843) 227242 Fax: (01843) 291386
Email: cliftonglass@talktalk.net
www.cliftonvilleglassandglazingltd.com
39-41 Sweyn Road, Cliftonville, Margate CT9 2DD

PAINTERS & DECORATORS

MC DECOR
Painting & Decorating Contractor

All aspects of interior & exterior decorating

FREE QUOTATIONS

Call **01304 330242**
or **07885 327 802**

AERIAL SERVICES

YOUR LOCAL AERIAL MAN

- TV Aerial installations
- Freesat Satellite installations
- DAB & Stereo FM radio aerals installed
- Satellite & TV aerial maintenance
- Extra points for TVs & Satellite systems

All work guaranteed with a personal service
Estimates and good advice given freely

07860 645643
Established 1972

FENCING

COPPICE FENCING

Closeboard • Panel • Palisade
Railings • Trellis • Pergolas
Post & rail • Picket
Chain link • Chestnut • Stock
Gates • Concrete posts
All types of fencing • Landscaping

Folkestone: 01303 894532
Mob: 07828 644439

PLUMBING & HEATING

AB BUILDING SERVICES

PLUMBING, HEATING,
CARPENTRY, ROOFING,
PAVING, INSULATION, FENCING,
MAINTENANCE REPAIRS
FULLY INSURED &
GUARANTEED

CALL FOR A FREE QUOTATION
01303 851105 • 07787 952231

BUILDING SERVICES

CWD BUILDERS
Your building projects



in safe hands

- Plumbing • Electrics • Carpentry
- Plastering • Rendering
- Damp-proofing • Decorating
- Roofing • Fascias & Soffits
- Drainage & Groundworks
- Extensions • Renovations
- New Builds • Garden Design

For a complete and professional service with flair, imagination and experience, call today for a **FREE ESTIMATE** on **07980 062694** or **01303 872505**

CWD Building Services
Providing a complete build service to make your dreams a reality

HANDYMAN

TEL 01304 238779
MOB 07960 226 753

The Handyman

CARPENTRY, PAINTING AND DECORATING
BRICKS AND GUT, ELECTRICAL, PLUMBING,
RENOVATIONS, CROWN RAILS, PLAY PAGES,
SHEDS, SHEDS, FITTED WYCHENS,
NEW LIGHTS, SECURITY LIGHTS, BRICK
BUILT AND RE-ROOFED, FENCING & GATES

WOMEN TOO SMALL, AVAILABLE
ANYTIME, FREE ESTIMATE, FULLY
INSURED, INSURANCE WORK
APPROVED, OVER 20 YEARS
EXPERIENCE, ESTABLISHED ONLY

IN FACT MOST ODD JOBS
AROUND THE HOME

<http://thehandymankent.co.uk>

SHEDS / FENCING

Sheds built to order
Standard or custom made
to your specifications

UNBELIEVABLE PRICES

Fitting and Painting
all inclusive of price
Phone today for your free
no obligation estimate

Office: 01227 370834

29 Park Road Herne Bay,
Kent CT6 5ST
www.rb-sheds.co.uk
07760 786634

To advertise in this section
01303 817150

GLAZING SERVICES

Able Glazing and Repairs Ltd.
DOUBLE GLAZING REPAIR SPECIALISTS

Repairs include:

- Misted glass
- Replacement Hinges and Handles
- Replacement Windows and Doors in PVCu or Aluminium
- CERTAS Registered Installer

01227 749214
info@ableglazing.co.uk

PAINTERS & DECORATORS

M & A Guttering Services

- Gutter repair & replacement
- Gutters cleaned out from £50
- Gutters, fascias, soffits and conservatory roofs cleaned
- Plastic, aluminium, cast iron gutters repaired or replaced
- Concrete gutters repaired
- Free estimates

Call: 01843 853154 / 07970 356136
www.madecoratingguttering.co.uk

SPORTS / ACTIVITIES

GREENFIELDS SHOOTING GROUNDS

Greenfields offers a range of tuition options, from lessons for beginners through to experienced shot guidance. Our tuition will help you reach the level you desire in a friendly, pressure-free environment.

Greenfields Shooting Grounds
Sturry Hill, Sturry, Nr Canterbury, Kent CT2 0NG

01227 713 222
sales@greenfieldsshooting.co.uk
www.greenfieldsshooting.co.uk

ONLINE TV

online **TV** as it happens

Watch the latest web TV sport news and action kentnews.co.uk

FOOTBALL • CRICKET • RUGBY • TENNIS • BOXING • ATHLETICS • GOLF • HORSE RACING • SNOOKER • MOTORSPORT • CYCLING



**For all the
latest sport
stories from
your area,
including:**

- Breaking sports news
- Match reports
- Reaction
- Sports blogs
- Videos
- Comment
- In-depth features

CLICK HERE 

kentnews.co.uk



The Old Sawmills

Oak Desk & Chair packages

25% off

until the end of January

■ Free Measuring Service

■ Free Design Service

■ Free Delivery

The Old Sawmills are specialists in the manufacture of exclusive bespoke furniture, handcrafted in our workshop in Bethersden, Kent

For more information please visit our website www.oldsawmills.com
or visit our showroom

Units 4 & 5 Colt Works, Pluckley Road, Bethersden, Ashford, Kent TN26 3DD

Tel: 01233 822417 Email: info@oldsawmills.com



your weekend guide to independent business



ARCHANT KOS MEDIA



buy local • shop local • support local

your weekend guide to independent business



buy local • shop local • support local

Why the independent trader is more important than ever

THIS is our fourth supplement celebrating some local success stories and finding out what's in it for you, our readers.

We discover that independent stores really do offer an alternative to the chainstores that dominate our town centres, offering you an alternative and more varied way to spend your hard-earned money.

Equally, we hope this supplement will inspire some of you to take the plunge and have a go at being independent yourself,

recognising the customer benefits that that can bring.

So this is a small glimpse into the world of the independent trader, often operating locally, and offering a unique service.

We live in difficult times financially, but there is no doubt that those who are successful recognise the importance of great customer service.. and that's where you can reap rewards.



Page 4

Helping you spend and save wisely

Page 4-5

The importance of shopping locally

Page 5

A 25-year-old company selling blinds

Pages 6

Making computers simple for all

Page 6-7

Service has to be perfect: tattoos

Page 7

Learning a trade that saves resource

Page 8

You are a priority for insurance man

Page 8-9

Local food brings so many benefits

Page 10

Making the pub work for you

Page 11

Garage service which sets standard

The Orange Tree Cookshop



**Sale
now on**

188 High Street Herne Bay CT6 5AP Tel 01227 741477



■ BY THE
INSPIRATIONIST

LET'S get real. The internet is fantastic. It means we're all connected; at least that's the theory.

For example: Did you know YouTube now has more viewers than regular television?

So – in theory – that means we can all have the benefits of TV advertising at virtually no cost. Website home pages without video are so 20th century.

All we have to do is shoot a short video, upload it to YouTube and we're away: right?

Well, not quite. While it's true that search engines love video and that Google and YouTube are the most powerful search engines, but the internet is just another medium.

In the same way you can buy advertising space in print, radio or TV and run a terrible advert that achieves nothing, so can you create a terrible video, put it up on YouTube and your website and lose customers or still have people visit your site and ignore you.

But what if there was a way to create a captivating, compelling video that got viewers really interested in you and your products or services because it was you there 'in person', winning over your audience?

Let me ask you a question: Would it be useful to know what it is about you that makes people warm to you; want to do business with you; remember you and talk about you to others in glowing terms? You bet it would. And if you're an avid networker, chances are you already know some of that already.

When commercial radio came to Kent in 1984, my company was out there writing and making the commercials. I clearly remember just how excited business owners in Kent were

Is your personality YouTube-ready?

about this new medium for advertising. But the same problem existed then as exists now: without great ads, your campaign just wouldn't attract the attention of your audience.

The problem at that time was the quality of the ads. No one in the county had any experience of commercial radio, so we all had to learn from scratch. And whilst initial curiosity got people tuning in, if what they heard wasn't interesting, people would switch off. So one way of solving the problem then was by creating ads that got noticed, which is precisely what our company did.

What will work today if we want to advertise on YouTube? Well, virtually the same thing, although now, we are a much more sophisticated audience. We all speak media-ese. We see with our media-eyes and listen with our media-ears.

So we will have to raise our game if we are to win new audiences and new customers.

Selling

We need to be even more understanding of the psychology of selling, the why of how to influence and persuade. We need to learn and understand the difference between interruption marketing and permission marketing and integrate the two.

The good news is that we now agree people buy from people, so we can forget hard sell. It's more about permission marketing, which means more gradually building up the trust, credibility, value and desirability of our service or products. And the best way to do that is to sell ourselves first.

After all, you only have to look at Richard Branson to realise that if the person behind the business is well-known, liked and trusted, selling the products becomes so much easier, even when – if you consider what Branson does – you change your business from music to airlines, or from mobile phones to credit cards. Your personality branding is the thing people remember and feel warm and friendly towards.

The same applies online. The growing number

of small business owners who have a great online presence, many of whom are working from home and combining family life with their online business, means it has to be a crucial opportunity for anyone wanting to grow their business.

So, if you have the urge to promote yourself as 'the face of your business', here's a quick check list of the top three fatal mistakes to avoid:

The biggest single mistake I see businesses making online is to buy the most effective search engine optimisation or Google Ad Words before optimising the landing content. Whether the content your visitors land on is text, pictures, audio or video, it must be compelling. You've got just three seconds to stop them in their tracks or you've lost them and wasted the money you've spent on getting them to look at you.

It's a big mistake to be anonymous. My advice is for your name, and your picture, but ideally, your video to be there on your home page.

And when you send out 'company' emails, make sure they're from you, even if you're part of a larger firm, because it's you that I have a personal relationship with, not the company.

Consider this: you search for an osteopath and you browse two different sites as a result of your Google search. One site has Larry on video welcoming you in a friendly manner, sounding experienced, looking professional, and offering what looks like a great service in nice surroundings. The other site has just text; no picture; no video. Which are you more likely to choose?

Mistake number three is to create a website that tries to sell your product or service (with the exception of online retailers, like Amazon, etc.). If you consider that what you sell is a personal service, then sell the value of an on-going relationship with you and nothing else. In Seth Godin's Permission Marketing (the bible for internet marketing) the single most important sentence he writes is: "Your website should be 100

per cent focused on signing up strangers to give you permission to market to them."

• **For free advice about personality branding, YouTube, interruption marketing and permission marketing, or for information about our unique personality development programme – designed to make you shine online, on YouTube, and on your website, email qj@theinspirationist.com, or visit www.theinspirationist.com. Plus, for some free videos on how to present yourself better online and offline, visit our YouTube channel [quite stunning](#).**

VIEW THIS CLIP ON

YouTube



See more from QJ in some of his inspirational videos on YouTube

For all your tiling needs...

MASSIVE selection of ceramic, glass and stone tiles
Covering the Thanet and surrounding areas of Kent;
our services are extended to Retail, Trade and Architectural

- Free quotations
- In-house Tiler with over 25 years experience
- Cutting service available
- Under-floor Heating
- Wet-room Tanking
- Marmox Insulation Boards
- Schluter products
- Mapei grouts

Opening Hours

Monday to Friday: 08.30 till 5pm

• Saturday: 09.00 till 4pm • Sunday: Closed

187 Northdown Road, Cliftonville, Kent CT9 2PA

t: 01843 296603 f: 01843 296492

e: sales@cliftonvilletilecentre.co.uk



Nothing beats face-to-face advice from someone you're able to trust

FINDING financial advice in this day and age is easy. From High Street building society posters to radio phone-ins, from newspaper pundits to online experts there is no shortage of the stuff.

Online may be easy and call centres can be quick (if you can get through), but nothing beats sitting down for a face-to-face chat with an expert you know you can trust and who will take the time to find out what you need and then help you find it.

Local advice, backed up by 30 years' experience, is on offer in Ashford from Simon Webster and his team at Facts & Figures Financial Planners, now based in new headquarters in Church Road, Ashford.

"There are so many different investment, savings and pension products out there that it is virtually impossible to recommend something without understanding the needs of the person sitting in front of you," said Simon.

"There is a great deal of difference, for instance, between advising someone who is looking for a long-term return and who can live with short term fluctuations and finding the right product for someone who may need their money back in a year's time and can't take any risks.

"Because everyone is different, we are committed to getting the best deal for every customer, whether that's in terms of a cheaper mortgage, a better pension, the right investment income or sound advice on reducing their liability to inheritance tax."

As well as being regulated by the Financial Services Authority, Facts & Figures is one of just three per cent of independent financial advisers that can describe themselves as 'chartered financial planners', an accolade of which Simon is understandably proud.



TEAM WORK: Staff at Facts & Figures Financial Planning with Minister for Immigration and Ashford MP Damian Green

Facts & Figures is very much a family business, with Simon's wife Pam playing a major role. The firm now employs nine people and was set up 17 years ago, although Simon has spent more than 30 years advising clients.

As well as independent financial and mortgage advice, Facts & Figures can advise companies on employee benefits as well as group life and pension schemes. The firm also offers advice on inheritance tax, life and critical illness insurance, health and private medical insurance and retirement planning.

At the start of a new decade Simon offered three pieces of advice to readers: "Make sure you set yourself a household budget and stick to it, ask for independent advice on finding a better mortgage deal than your current offer and make sure you are getting the right advice on your pension.

"With building society interest rates now hardly keeping pace with inflation, it's worth bearing in mind that the stock market climbed by about 25 per cent last year, which means there could be better long-term investment opportunities out there."

• Contact Simon by emailing sw@fffp.co.uk or calling 01233 813313.

Why local reaps

Nick Ames explains why despite a revolution in how people spend their money online sometimes across half the world, there are still enormous social and economic benefits from spending your money closer to home

IN THE years before long distance and high-speed transportation and advanced communication technologies, almost all business exchanges took place in the near-by community.

Food was grown or produced in the area where the shop which sold it was situated and working with local businesses was a matter of convenience and even necessity.

Today, with global trade dominated by multinational corporations, it has actually become more convenient for most of us to purchase goods produced far from our homes, as the wide range of products in supermarkets shows.

Prices are competitive and what is on offer is all under one roof.

But there are many modern reasons to use local businesses as well, ranging from building community to keeping capital within local economies.

Using local businesses creates a relationship between neighbours and helps to build our communities.



The people who live and work in an immediate area share common ambitions and interests, such as keeping neighbourhoods safe and clean. They rely on each other in emergencies, and see each other on the street and at the store.

By supporting businesses owned and run by people within a community, people create an extra layer of interdependence, and make daily relationships deeper and more meaningful.

The KITCHENDOORCOMPANY



TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company.

Visit our website for special offers
www.kitchendoorskent.com

IN 2011

Why buy a new kitchen when you can change your doors



• Replacement Doors from **£24.00**

- Doors made to measure to fit any existing kitchen
- Work Surfaces • Handles / Sinks & Taps
- Also Complete kitchens made to your specifications
- Over 40 Designs of Doors in 40 Different Colours

Alter your existing kitchen for a fraction of the cost of a new kitchen

benefits for all



unhappy with a purchase they are sure to tell friends. So stores have to keep standards up to stop business falling off.

By using local products, people contribute to building local economies.

Money spent at a chain store means the profit from that transaction goes to a company at some distant location.

But when supporting local businesses, the proprietors are more likely to spend the money they make from purchase at another local business. In this way our money remains within our communities, building a an economy that enriches everyone involved.

Shoppers buying from stores which in turn bring in goods from local manufacturers, producers or farmers means everyone benefits.

By using local businesses the environment is helped as well.

Products that have been produced at distant locations need to be transported to stores. The environmental cost of all this shipping and trucking adds up. This is particularly true with fruits and vegetables, which, on average, are grown 1,500 miles from the supermarkets that sell them.

In addition to the cost of shipping, the infrastructure of storing and handling fresh produce uses considerable inputs of energy for refrigeration.

The chemical preservatives in many processed food products are also a direct result of a food distribution system that has strayed far from its localised beginnings.

In order to store food for extended periods of time and ship it to distant places, manufacturers need to pump it full of chemicals in order to extend its shelf life.

This is not the case when food produced by local businesses is purchased.

If a customer buys a substandard product from a business halfway around the world, they can be sure that the company doesn't genuinely care about whether it meets their needs, although they may follow good business practices and take responsibility for its malfunction.

But if shoppers buy something from their neighbour they're more likely to be accountable because they are in regular contact.

Also word gets around – if someone is

A quarter century of quality

THE boss of an expanding Ashford company will be cutting cake instead of curtain fabric when his team celebrates 25 years in business this month.

Vic King, who heads up Kingfisher Blinds, based in Cradlebridge Drive, set up the blind and curtain concern at the end of 1985 and continues to lead from the front. He does all the measuring for the company's bespoke curtains and blinds and he is happiest when dealing with customers.

Although Kingfisher has built up a loyal following amongst homeowners who visit the Ashford shop, Vic and his team have also supplied blue chip companies, government institutions, universities, small businesses and retailers.

All the company's curtains and blinds are made to measure and the Kingfisher range includes the latest products from around the world.

"I have spent 25 years working with every type of blind and thrive on solving problems and meeting unusual requests," said Vic. "I have built the company by listening to clients, offering friendly advice and focusing on quality and service."

The family-based company includes Vic's wife Marion, who does much of the behind-the-scenes work, and son-in-law Alan, who takes care of the installations.

With expansion very much in Vic's mind he is about to announce the arrival of a new business development manager designed to launch the company into its second quarter century by looking for new opportunities.

"At Kingfisher we have no intention of sitting back and waiting for the recession to end," he said. "We are determined to get out there and find new customers and we are confident we have the products that will help us to do so."

Those products include a huge range of curtains, blinds and shutters in every fabric imaginable and with every possible convenience, including automatic operation.

"We are leading the way in Britain with motorised and solar screen blinds and we know how to use blinds to keep the warmth in or the heat of the sun out, which is one way in which companies can reduce their carbon footprint," said Vic.

"We are working with the Environment Agency in the Carbon Reduction Commitment scheme and we are a member of the British Blind and Shutters Association."

Kingfisher Blinds is also very aware of keeping users safe, and Vic's team automatically fits failsafe devices to new blind installations to protect young children from getting tangled in cords. The simple, low-cost devices can also be retrofitted to existing blinds to provide peace of mind to people who want to keep their children or grandchildren safe.

"We are committed to making blinds safe for everyone and will happily carry out a free survey of anyone's existing blinds, however old and regardless of who originally installed them," Vic commented.

• For your free survey or to find out more call Vic at Kingfisher Blinds on 01233 642971.



TALENTED CRAFTSMAN: Vic King

SALE ENDS SOON

We have an extensive range of quality furniture including Pine and Oak with everything from Dressers and Tables to Beds and Wardrobes including Occasional furniture, Painted furniture, interesting gifts and a large selection of Mirrors all at factory prices and available in any finish.

Come and see our superior Ash range too!

We also offer a bespoke service so you can have furniture made to your own design!



TOP QUALITY FURNITURE FOR YOUR HOME

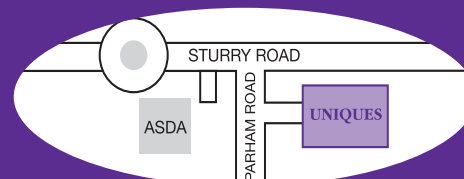
For all this and much more, visit our showroom today!

UNIQUES PINE, OAK & GIFTS

Parham Road, off Sturry Road,
Canterbury (opposite T.A. Barracks)

Open Monday-Saturday 10am-5pm, Sunday 10am-4pm

01227 479007 or see www.uniques-pine.co.uk



This expert may even be able to help answer your query for free

THE technological revolution that has changed the world in recent years has been so all-embracing that it is easy to forget there are those for whom logging on, downloading and Googling are not second nature.

It's true that many of those who once used to rely on their children to programme the video recorder now chat online, do their shopping without leaving the house and rattle off half a dozen emails before breakfast, but not all of us are quite so tech-savvy.

However there are still those who feel they have been left behind by a new technology that is putting an increasingly large chunk of the world beyond their reach as everything from their favourite television programme to their local library exhorts them to "go online to find out more".

Many of them will have been bought a computer, perhaps as a Christmas present, by family members who don't have the time or the expertise to explain how the new toy works – and that's where Ashford's Chris Anthony can help.

With 30 years' experience as a technical and network engineer working with companies including Microsoft and Hewlett Packard, Chris knows how computers work – but he also has a rare talent for passing that information on to newcomers.

Chris is happy to supply, install and train anyone of any age in all aspects of computing, but he specialises in what used to be called silver surfers – older users who are increasingly exploring the new horizons that technology can open up to them.

One of his clients, who lives in Eastry, recently

asked Chris to set up a second computer for him because the first one was too slow. No real surprise – except that the customer in question is 100 years old.

"There are huge numbers of people out there who would love to explore this new world but who just don't know where to start or who to ask for help," Chris explained. "I can do as much or as little as they need, from solving a one-off problem to installing a suite of programmes or providing training in a particular piece of software."

One of the concerns people have when it comes to asking for advice on anything to do

with that's why Chris is upfront about his charges and has been known to deal with simple queries over the phone for free.

"I am interested in helping people who want to learn more about what their computer can do," he said. "I wouldn't charge someone if it took me two minutes to talk them through installing a new programme because I would much rather they felt they could trust me to show them how to use it properly."

Alongside numerous technical qualifications, Chris has recently completed the Open College Network's mentoring course, which he said gave him useful new insights into communicating effectively with people.

The combination of a relaxed approach, wide-ranging technical knowledge and a local response to helping those who feel computing has left them behind is set to introduce many more people to the wonders of technology in the coming year.

• Contact Chris Anthony on 07771 812972.



Decorating your own

Tattooing may draw mixed reactions from people but when it comes to running a business and customer service, understanding the customer and getting it right first time is essential. **Jill Hurst** spoke with tattoo artist **Sooze** about her work

A SCULPTOR from Teynham has joined the growing number of painters to diversify into the tattoo industry.

Working under her creative name of **Sooze**, she has launched **Extreme Voltage** in London Road, placing her passion for art at the core of the business.

She said: "My partner has run a tattoo business in Sittingbourne for many years and I've spent a lot of time there. I've always had an interest in tattoos but never thought of doing it until he suggested I set up on my own."

"For me the artwork and the quality of the artwork are very important. Tattoos are no longer just about pre-made flash work. People want customised pieces."

"So it's essential for people to have a very clear idea of what they want and understanding the artist's style is very important."

Sooze has an extensive portfolio including the work of one of her favourite artists – Gill



the artroom

16 North Street Ashford Kent TN24 8JR

Original art,
ceramics, jewellery
& workshops

www.theartroomashford.co.uk



ASHFORD

your town centre
with a difference

www.ashford.towntalk.co.uk

Ashford town centre
partnership



CMDL LTD

dance &
schoolwear

An independent family business supplying
School, Dance and Club wear since 1997.
Visit us for all your school uniform needs.
Our experienced staff are here to help.

25 High Street, Ashford Kent, TN24 8TH
☎ 01233 630681
✉ sales@cmdlstore.co.uk

www.cmdlstore.co.uk



ashford tile centre

01233 628845

- wall tiles
- floor tiles
- mosaics
- glass tiles
- terracotta
- natural stone
- underfloor heating



1-2 Trafalgar house, elwick road (bank street), ashford

Tiny Tots

Ashford's oldest independent retail store; est. 1978
Personal Service, extensive range of baby
clothes and equipment inc: **Silver Cross;**
Mamas & Papas; iCandy; Eichhorn;
BabyStyle and many more

Tiny Tots; The one stop Baby Shop
18 Elwick Road 01233 623511
www.tiny-tots-ashford.co.uk
tinytotsltd@aol.co.uk

J.J. Jewellers

Football Jewellery,
Ear Piercing
Gold Bought for Cash

15 Park Mall Ashford
Next to Wilkinsons
tel: **01233 630 510**

Print | Junction

'We should be more expensive!'

Starting a new business?
Business Start-Up Packs
from only **£99!** VAT

Includes: 250 Business Cards
250 Compliments Slips & 500 Letterheads

01233 624462

5 Elwick Rd, Ashford,
Kent TN23 1PD
info@print-junction.co.uk
www.print-junction.co.uk

Right Track MUSIC SHOP

Friendly, professional advice on all
instruments, accessories & music books

Use this coupon & save 10%
when you spend over £10 in store Monday-Friday
Valid until 28.02.11

25-27 Tufon Street • **01233 662682**
www.righttrackmusicshop.co.uk

(cannot be used in conjunction with existing instore offers or books)

♦ S A V I A ♦

GIFT SHOP

Unique Gifts, Home Furnishing,
Jewellery, Cards
Free Gift Wrapping Service

Use this coupon & save 10%
when you spend over £10*
Valid to 28.02.11 (*excl Steiff Bears)

89 HIGH STREET, ASHFORD
01233 665892

Make Your Music Come Alive.

An Exclusive range of the best in
Home Entertainment

Free advice and demonstration

A 2010 UK Top 20 Hi-Fi Dealer

10% off all accessories
with this advert

Soundcraft Hi-Fi
60 High Street, Ashford,
www.soundcrafthi-fi.com
01233 624441

Ashford Best Loyalty Card

Start saving today



own personal canvas



Elvgren, one of the most famous pin-up and glamour artists of the 20th century.

She also specialises in work by fantasy artist Boris Vallejo and art nouveau painter Alphonse Mucha.

Gil Elvgren (1914-80) was a classical American illustrator. While his career encompassed many different fields of commercial art his fame is undoubtedly due to a series of pin-ups he painted over a period of 30 years for Brown and Bigelow, calendar publishers of St Paul, Minnesota.

Alphonse Maria Mucha (1860-1939) is most often remembered for the role he played in shaping the aesthetics of French Art Nouveau.

Born in Lima, Peru, in 1941 Boris Vallejo attended the National School of Fine Arts in his native country before emigrating to the USA in 1964. He has since done a great volume of work for the fantasy field.

While more and more artists are trying their hand at the profession Sooze cautions it's not an easily transferable skill.

"You can have an excellent artist but their skills aren't always translated onto the skin – it's a very different canvas."

Sooze says anyone considering a tattoo should do their homework before rushing in. "Look at the tattooist's work and check out their reputation. Make sure they've been trained under proper supervision."

"You must also make sure they have all the correct health and safety requirements in place, including health and hygiene, sterilisation and the correct equipment."

• **Extreme Voltage** is a contemporary studio offering a range of modern facilities. It is open Monday to Friday from 11.30am to 6pm and Saturdays from 10.30am to 6pm. Call Sooze on 07786 569752 for more details.



Giving you the skills to go green

A NEW state-of-the-art Green Technologies Centre has been opened by Ableskills Ltd.

Just two months old, the centre is already helping to boost employment opportunities in the renewable energy sector.

It is part of a joined up approach, working with large companies such as Mitsubishi, Polypipe, Domus and Heating Plumbing Supplies (HPS) to try and encourage growth in the renewable jobs market for the south east.

Customers receive the best training and aftercare to ensure their own success and a positive experience for people installing green technologies on to their properties.

Ableskills Ltd has been trading for several years and has become one of the largest private training companies in the UK, with over 150 people going through different training programmes each week.

This is a real success story for the region and encourages more people to set up business and work to become successful in their own right.

The company has built up a superb reputation for training people in all disciplines of construction, from bricklaying, plastering through to electrics and plumbing and can push green opportunities further with this new centre and an investment approaching £1 million.

Jed Smith, from Ableskills, said: "We are ideally set to increase the skills in the south east, offer a route to employment or business start up and provide specific qualifications across a range of green technologies."

These include solar thermal, heat recovery systems, underfloor heating and rainwater harvesting.

• See www.ableskills.co.uk for more details.



Chaucer
Outstanding customer service
& technical excellence



Chaucer is a modern, forward-thinking property maintenance company, set up to provide fast, efficient & cost effective maintenance solutions to clients in Kent

Every aspect of commercial and residential building work undertaken

Winter checks for your central heating

gas / central heating



roofing



groundworks



plumbing / drainage



electrical



painting / decorating



Chaucer

CONTRACTS | MAINTENANCE | GROUNDWORKS | FACILITIES | LANDSCAPING

t: Canterbury Office: 01227 712514

t: Ashford Office: 01233 811836

www.chaucerfacilities.co.uk







elvey farm
kentish to the core

**Discover The Taste of Kent
@ Elvey Farm**

Local dishes made with
Local ingredients

Sample the gastro
history of Kent
(with a modern twist)

In our 16th Century
oak-beamed converted barn



Elvey Farm, Elvey Lane, Pluckley,
Kent TN27 0SU
01233 840 442
www.elveyfarm.co.uk
bookings@elveyfarm.co.uk

Tim takes your health to heart when giving advice

FEW people would disagree that health insurance is a good thing; it's deciding where to go for it that can be more difficult.

It's one of those areas where good, local advice from someone who has the backing of a tried and tested organisation can make the difference between getting the cover you know you need and putting it off because you aren't sure who to trust.

Western Provident Association (WPA) is a leading UK health insurance company that is focused on delivering world class private health and dental insurance and has a heritage that goes back more than 100 years. Because the company has no shareholders, any surplus is invested in looking after customers.

Equally importantly, signing up with WPA does not mean talking to a faceless call centre operator or being forced to go online. Local representative Tim Chappell has customers across Kent and is determined to make sure people end up with the right cover for them.

"Each of my customers is important to me, not just as a customer but as an individual with particular needs and requirements regarding health care. I won't let anyone sign anything until I know we are providing something that will meet their needs."

It is that extra level of personal attention that makes WPA special, while the fact that there are no shareholders means premiums tend to be lower for similar levels of care.

The industry seems to agree that WPA pro-

vides customer service standards that are second to none, having presented the association with the British Insurance Award for Best Customer Care 2009.

Tim Chappell explained that health insurance was increasingly important at a time when the health service was under pressure, particularly for people who needed to stay in control of their lives.

"Even in the good times, the priority for the NHS is to treat as many people as possible, as quickly as possible, and that depends on fitting the patients into the system, not the other way round," he said.

WPA offers a range of different products that can replace or top up NHS care – WPA can even pay for NHS car parking – which makes it even more vital that someone with Tim's knowledge and experience is on hand to help.

"Health care is not an easy thing to organise and it takes time and experience to get to grips with what a new customer needs, how much they are prepared to pay and generally what kind of policy would suit their lifestyle best," explained Tim.

"There are plenty of companies that are just interested in making the sale, but as a local representative I take pride in talking to customers, spending time with them and making sure that they end up with the policy that suits their needs.

"I think that's what makes WPA different."

• To contact Tim Chappell, email tim.chappell@wpa.org.uk or call him on 01227 738863 or 07739 643569.



Cream of the crop

The closer you get to the person who produces your food, the more you know and the more control you have over what you actually eat.

Produced in Kent has shown how easy it is to shop locally and support local producers, receiving great food into the bargain – and it's delivered to your door. Nick Ames takes a look at how people are turning their backs on supermarket food to sample the best the county has to offer



CORNUCOPIA: Visit Kent tourism poster promoting the Goods reared on Kent farms and fruit and veg grown in the Garden of England.

Acres of orchards and fields are one of the first things visitors to the county notice, while the many oast houses bear testament to a fine tradition of brewing.

Kent's beer is renowned across the world – hops are even exported to specialist breweries in the United States – and the county makes some of the country's best wines and ciders, too.

According to campaign group Produced in Kent: "Local customers have a choice of some

IN THE modern age of preservatives and additives, genetically modified crops and health scares, people are increasingly concerned about the quality and cleanliness of the food they eat.

Given the near impossibility of identifying the pesticides used and the route taken to grow and transport your food to a UK supermarket, foods grown locally make a lot of sense for those who want more control over what they put into their bodies.

These include locally caught fish, meat

CROSSKEYS COACHES DAY TRIPS

AND TOURS



January		
Saturday 22nd	Bluewater or Lakeside	£16.00
February		
Monday 7th	Afternoon Cite Europe	£15.00
Saturday 12th	De Panne	£21.00
Friday 18th	Brick Lane Music Hall	£39.00
Wednesday 23rd	Ostend	£26.00
Thursday 24th	Boulogne	£25.00
Saturday 26th	Disneyland, Paris	£70.00
March		
Monday 7th	Afternoon Cite Europe	£15.00
Friday 11th	Royal Tunbridge Wells	£12.50
Saturday 12th	De Panne	£21.00
Wednesday 16th	Brick Lane Music Hall	£35.00
Thursday 17th	Boulogne	£25.00
Friday 18th	The Stitch & Craft Show 2010 at Olympia	£23.00
Saturday 19th	London Zoo	£27.00
Wednesday 21st	Sluis	£35.00
Friday 25th	Ideal Home Exhibition	£28.00
Saturday 26th	Bruges	£33.00
April		
Monday 4th	Afternoon Cite Europe	£15.00
Thursday 7th	Winchester Cathedral	£32.00
Saturday 9th	London Eye & Dungeons	£41.00
Sunday 10th	The Big Stamp & Scrapbooking Show	£23.00

Wednesday 13th	Warwick Castle	£32.00
Thursday 14th	Thorpe Park	£41.00
Friday 15th	Ostend	£26.00
Friday 15th	Southend On Sea	£18.50
Tuesday 19th	Squerrys Court	£17.50
Wednesday 20th	Mercedes-Benz World	£18.00
Thursday 21st	Boulogne & Nausicaa	£26.00
Saturday 23rd	Disneyland, Paris	£69.00
Sunday 24th	Thames Cruise & Carvery	£48.00
Tuesday 26th	Montreuil	£27.00
May		
Friday 6th	Brighton	£18.00
Saturday 7th	Whitstable	£9.50
Monday 9th	Afternoon Cite Europe	£15.00
Tuesday 10th	Waddesdon Manor	£38.00
Friday 13th	Cambridge	£24.00
Saturday 14th	De Panne	£21.00
Tuesday 17th	Eastbourne	£14.00
Thursday 19th	Boulogne	£25.00
Friday 20th	Tunbridge Wells	£12.50
Thursday 26th	Sluis	£35.00
Saturday 28th	Chelsea Flower Show	£63.00
Tuesday 31st	Brussels	£33.00

Pick up's from Dover, Folkestone, Cheriton, Hythe and Ashford or park for free at our depot.

2011 BROCHURE AVAILABLE NOW To book call **01303 272625** or visit **www.crosskeys.co.uk** Crosskeys Business Park, Caesars Way, Folkestone, Kent CT19 4AL

so close to home



Shed in Canterbury, which offers an array of Kentish produce of the best produce anywhere in the world. The range and breadth of products available is second to none.

"The changing seasons provide us with a rich and varied diet, right on our doorstep – from spring lamb to the first strawberries, through to fresh cobnuts and winter vegetables."

John Ikerd, a retired agricultural economics professor who writes about the local food movement, says farmers who sell direct to local consumers need not give priority to packing, shipping and shelf-life issues and

can instead "select, grow and harvest crops to ensure peak qualities of freshness, nutrition and taste".

Eating local also means eating seasonally, he adds, a practice much in tune with mother nature – as well as giving consumers something to look forward to as fruits and vegetables come into season and can be enjoyed fresh.

Local food is often safer, too, according to agricultural researchers who discovered that, even when it's not organic, small farms tend to be less aggressive than large factory farms, dousing products with chemicals.

Small farms are also more likely to grow more variety, according to the research, protecting biodiversity and preserving a wider agricultural gene pool, an important factor in long-term food security.

So in the aptly named Garden of England, customers can tuck in to seasonal, traceable, high-quality fare: seafood from Dover sole to Whitstable oysters, Romney Marsh lamb, along with apples, pears, plums and more.

Tours and tastings can be enjoyed at vineyards such as Chapel Down in Tenterden, and Lamberhurst Vineyards, or the one at Biddenden, where cider is also produced.

Tours are also arranged at the Shepherd Neame brewery in Faversham, where visitors can find out how Kentish hops are turned into pints.

Sheps combines a heritage of 300 years with attention to modern environmental issues and claiming the title of Britain's first "green" brewery.

Some of its hops are harvested just a mile away and tastings are always available in the bar attached to the historic brewery.

Reach for the sky – safely

WHILE good quality local services generally outshine one-size-fits-all offerings, some larger franchises are nonetheless based on good ideas.

Naz Cesur was so impressed with the ladder-free, pure water window cleaning system introduced by a franchise operation that he took it on in Ashford – and then bought it out.

It means the My Home cleaning service he now runs in and around Ashford is a truly local company, and one that sees Naz regularly rolling up his sleeves to make sure his team delivers the best possible service.

This 21st century approach to window cleaning uses a detergent-free, pure water cleaning method that gives windows a longer-lasting shine without the hassle.

From a health and safety view it ticks all the boxes by using a pole-based system that means the operator keeps his feet firmly on the ground, however high the windows. The system is flexible enough to tackle office blocks as well as domestic homes, and with no ladders the system is far safer.

It also works. When Naz was asked to clean two replica Battle of Britain fighters, ready for the 70th anniversary Memorial Day celebrations at Capel-le-Ferne, he was delighted to help out.

Naz cleaned the Hurricane and Spitfire free as a mark of respect for the veterans who fought off the invasion threat from the Luftwaffe in 1940.

He did such a good job that the Battle of Britain Memorial Trust, which runs the site at Capel, cancelled plans to have the planes repainted because they came up as good as new. He also cleaned the hardstanding ready for the annual ceremony, which was especially significant during the anniversary year.



TOP FLIGHT: Naz Cesur cleaning Hurricane replica at Capel

Battle of Britain fighters are a bit unusual even for Naz, who claims to clean "anything that stands still long enough", but he uses the same system to clean patios, brickwork, decking, drives, signs and fascias, as well as tackling messy jobs like clearing out the gutters.

The My Home system also means homeowners don't need to worry about ladder feet in the middle of their flowerbeds or guttering being bent out of shape.

My Home also uses technology to make life much easier for the customer. A text, email or phone message alerts the householder to the date of the next visit, which is helpful if a gate needs to be unlocked or the family dog needs to be shut in the house.

When it comes to paying there's no need to leave the money outside in a tin or miss your favourite programme when the window cleaner pops back to collect his cash.

Options range from standing order to online payment, all designed to make life as easy as possible.

My Home also cleans conservatories, again using the ladder-free system to let the sun through the glass without running any risk of someone's foot going through it.

• **Contact My Home cleaning services on 01233 612120.**

*Relax after Christmas
at The White House*
(you definitely deserve it!)

Age Defying Facials, Cleansing Body Treatments
Relaxing Stone Massage, Rejuvenating Body Wraps
All exclusively using organic Pevonia Botanicals products

From £15

the white house
All body treatments, facial & skin care

The White House 28 Victoria Road Deal Kent 01304 389922

**BRILLIANT HD
TELEVISION FOR EVERYONE**
Freesat non-subscription High Definition Satellite TV

Now with BBC iPlayer.
Catch up with BBC TV programmes
and watch them on your TV.

Tel: 01843 584040

**TV AERIAL AND SATELLITE
INSTALLERS FOR KENT**

TV, FM and DAB aerials, Satellite InstallationsTV,
Multi Room & Multi Dwelling Systems.

Prepare for the 2012 TV switch over with our
FREE consultation, advice and estimates.

**Perfect Your
Home Viewing**
We Offer:

Flatscreen TV set up and wall mounting
Aerial installation, repairs & upgrades
UK & European Satellite Systems
Multi room HD audio visual

Avinco Limited

Unit 2, Stanley Place, Ramsgate, Kent CT11 7NR
Email: sales@avinco.co.uk Tel: 01843 584040 www.avinco.co.uk

digital Registered Installer

Pop in for a pint and a chat at friendly local

PART of the attraction of a pint at 'the local' used to be a chat with 'mine host', inevitably someone who had seen life and could be relied on to tell a good tale or two.

That scenario is harder to find these days as theme pubs and national chains with professional managers have increasingly replaced traditional landlords, but there are still corners of the Kentish countryside where a true local can still be found.

One of those quintessential English pubs is the World's Wonder at Warehorne, where John Roberts and his wife Kathy have put down roots after busy careers that have taken them as far afield as Dubai.

When it comes to a chat over a pint, John can drop more names and share more experiences than most, having rubbed shoulders with royalty as well as with The Who, the Rolling Stones, Elton John, Pink Floyd and Roxy Music.

The World's Wonder, which is on the Kenardington Road, also distinguishes itself by focusing on freshly-prepared meals using locally-sourced, free-range produce.

"We cook and prepare all the meals on the premises and we never serve packet foods or pre-packed meals," explained John. "Our business model demands a chef, not a cook, and we are delighted to have Ian Williamson working in that role to help us prove that the World's Wonder is 'where meals are to dine for'."

John left school in 1966 to join the Navy as a radio mechanic in the Fleet Air Arm and left four years later to work for an electronic busi-

ness machine company producing early versions of modern desktop calculators.

He then joined a company called Electrosonic, an industry leader in lighting control, audio and audiovisual systems.

The company boasted a top-flight client list, and it was as field service engineer that John met members of the royal family as well as a huge number of celebrities.

The company also introduced John to the world of microprocessor control systems which was to see him travel to Dubai as an electronic systems specialist in 1982.

Made redundant for the first time in the early 90, John began writing bespoke software for SCA, but when redundancy loomed again 10 years later, John decided it was time to pursue his ambition and set up a pub.

"Kathy and I decided that we would move to a beautiful part of Kent and set up a really great pub selling good beer and fine local food."

The couple have worked hard to ensure the popular gastro-pub has delivered on its promise of freshly-prepared meals using quality local ingredients, and events such as pudding nights, gourmet nights and game nights ensure a steady flow of customers.

The pub also plays an active part in the community, with John taking on the role of Father Christmas at the local school as well as supporting local events. The pub has a website at www.worldswonder.co.uk and can be contacted on 01233 732431.



Family firm aims

Every good garage knows that if you treat a customer well, they will keep coming back, and for the driver, finding the right garage is one of the most important decisions they can make.

Malcolm Triggs meets one of the most successful local garages in Kent to discover some of the its success secrets.

WHILE personal service from an established family business is often seen as the holy grail of our modern, pre-packed lives, there are times when things have to move on.

Ashford-based D&D Autos spent 25 years building up a loyal fan base as an independent, family-run garage on the outskirts of Ashford town centre, before moving to a purpose built unit on an industrial park.

The move from Victoria Road to a smart, sleek and very new-looking building in Moat Way, on Orbital Park, could have been seen as giving in to modern ways, but by keeping customer service at the core of the D&D Autos offer, Derek Pestrige and his team made sure it was quickly seen as a huge success.

It was a move that allowed D&D Autos to leave a jumble of different premises in an area where parking was a problem, facilities for customers were challenging and there simply wasn't enough space to offer more services.

Now based on the prestige Orbital Park, D&D Autos can offer a wider range of servic-

es while providing much better surroundings for customers, as well as the workforce – and all without sacrificing the tiniest bit of the local customer service that has set them apart since 1983.

D&D Autos services, repairs and carries out MOT tests on all popular makes of cars, and specialises in VW, Audi, Seat and Skoda.

As a family-run business, D&D Autos is quick to respond to local needs, which is why the garage is currently offering a winter health check that covers everything from coolant and brake fluid levels to anti-freeze strength, tyres, exhaust system and a visual check on brake pads and discs.

The free service takes just 30 minutes, which can be spent enjoying a cup of tea or coffee in the comfortable reception area.

The improved services on offer following the move to Orbital Park also resulted in D&D Autos winning Ashford Invicta Chamber's award for Excellence in Customer Service 2010, as well as picking up a Highly Commended award in the flagship Business of the Year category.

D&D Autos also offers computerised four-wheel alignment that could prove vital to anyone who has driven on Kent's pothole-

Alfa Romeo Annual Service and MOT

Specifically for Alfa Romeo vehicles ages 3 years or over

The Alfa Romeo Annual Service and MOT is a comprehensive service at a highly competitive price. The service will be carried out by an Alfa Romeo trained technician using the latest diagnostic equipment and technical information. Original Alfa Romeo parts will be fitted, all of which are rigorously tested, fit perfectly and carry an Alfa Romeo Manufacturer's warranty.

**All for just
£129.95**

Book your car in today by calling our Service Reception...

Northgate Alfa Romeo

Northgate, Canterbury, Kent CT1 1FW

Tel: 01227 829930

www.northgatealfaromeo.co.uk | Accessories, visit our online store www.northgatealfashop.co.uk

E&OE. All offers and prices are valid until 31/3/11 unless otherwise stated. All prices inclusive of VAT. #670

Our Annual Service Consists of:

- **Change engine oil, oil filter & sump plug washer (where fitted)**
- **Check operation of lights**
- **Check washers & wipers**
- **Check brake pipes & lines**
- **Check exhaust system**
- **Inspect tyres, report on tyre tread depth & set pressures**
- **Visually check cooling system for leaks**
- **Check antifreeze content**
- **Check drive belts (excludes cam belt)**
- **Check all fluid levels**
- **Check battery condition**
- **Visually check front brake pads & discs**
- **Your Alfa Romeo will then undergo it's MOT test**



to keep you on the road

crazed roads following the recent weeks of ice, snow and sub-zero temperatures.

Only the most careful or the luckiest drivers will have avoided all those potholes, which makes checking their wheel alignment a necessity for virtually all the county's drivers.

Correct wheel alignment is critical to safe driving, as well as making tyres last longer, reducing fuel consumption, improving handling and improving the driving experience.

Modern suspension systems are complex, and the only way to check the alignment of all four wheels properly is to use modern, high-tech kit of the kind to be found at the new Moat Way premises of D&D Autos.

It's another new service that the garage couldn't offer from the older, cramped premises, but can now deliver to all its loyal customers as well as to increasing numbers of new ones.

"We just couldn't provide either the quality or the choice of services we wanted to offer when we were based in Victoria Road, and when I couldn't find anything suitable in the town we took the plunge and designed our own building in Moat Way," explained Derek Petridge.

"It has given us the space and facilities we needed to provide our service across a wider range of activities," he said.

Contact D&D Autos on 01233 504765 or email info@ddautosashford.co.uk.



WORKING TOGETHER: From left, workshop manager Matthew Petridge, business owner Derek Petridge and customer service manager Richard Petridge, of D&D Autos, outside the firm's new base in Moat Way on Orbital Park, Ashford.

Early birds get free breakfast

TWO Sittingbourne businesses have joined forces to provide early morning workers with the most important meal of the day.

JCB Volkswagen Van Centre and Sittingbourne Cafe launched a temporary customer service initiative in 2009 to provide JCB's service customers with a breakfast voucher while their vehicle was being worked on.

But after more than 1,000 people used the 'early bird' service in the first year, it's now being introduced permanently.

Matt Rochester, aftersales manager at JCB Sittingbourne Van Centre, said: "Every month, nearly 100 service customers come to our St Michael's Road site enjoy a breakfast at the Sittingbourne Cafe while they wait for work to be carried out on their vehicle.

"The phenomenal success of the early bird initiative has taken us all by surprise and we've now decided to make it permanent.

"We introduced it for customers who need to be on the road early and we're delighted with the positive feedback."

Steve Beard, from Chatham-based Rainham Refrigeration, said: "It's a fantastic idea and means our vans are serviced without any impact on the working day. "The food is great and we'll be using this service every time our vehicles serviced or in for an MOT."

Matt added: "JCB's service department is open from 6am, but as the cafe opens at 7am, customers can enjoy refreshments in our waiting area until breakfast is served."

Baileys Nissan

Driving down the cost of motoring



MOT's

£29.95



FREE

Winter Health Check



Service & MOT's

£95*



Winter Air Conditioning Service

ONLY £29

Whatever make or model you drive!!!

*On vehicles up to 2000cc

BAILEYS NISSAN

Westminster Road,
Vauxhall Ind. Estate,
Canterbury CT1 1YY

**01227
766777**





NEED TO BOOK YOUR CAR IN?

HERE'S 10 GOOD REASONS TO BOOK IN WITH US

- 1 MOT'S £29.95**
- 2 FIX THE PRICE OF YOUR SERVICING
-VAT AND INFLATION
PROOF - ASK US FOR
DETAILS**
- 3 FREE WINTER CHECKS**
- 4 FREE PREBOOKABLE
COURTESY CARS**
- 5 FREE COURTESY
SHUTTLE INTO
CANTERBURY CITY
CENTRE**
- 6 FREE MOT WITH EVERY
MAJOR SERVICE**
- 7 AIR CONDITIONING
RECONDITIONING
£69.99 INCLUDING
REGAS AND
DEODORIZER**
- 8 FULLY TRAINED MAZDA
AND HYUNDAI
TECHNICIANS**
- 9 21 YEARS AS MAZDA
MAIN DEALERS**
- 10 10 YEARS AS HYUNDAI
MAIN DEALERS**

**PART OF THE JOHN PARKER & SON GROUP
ESTABLISHED IN CANTERBURY OVER 100 YEARS AGO.**

Canterbury Mazda & Hyundai



Vauxhall Road,
Canterbury,
Kent CT1 1HD



TEL: 01227 783400